Board of Trade Journal

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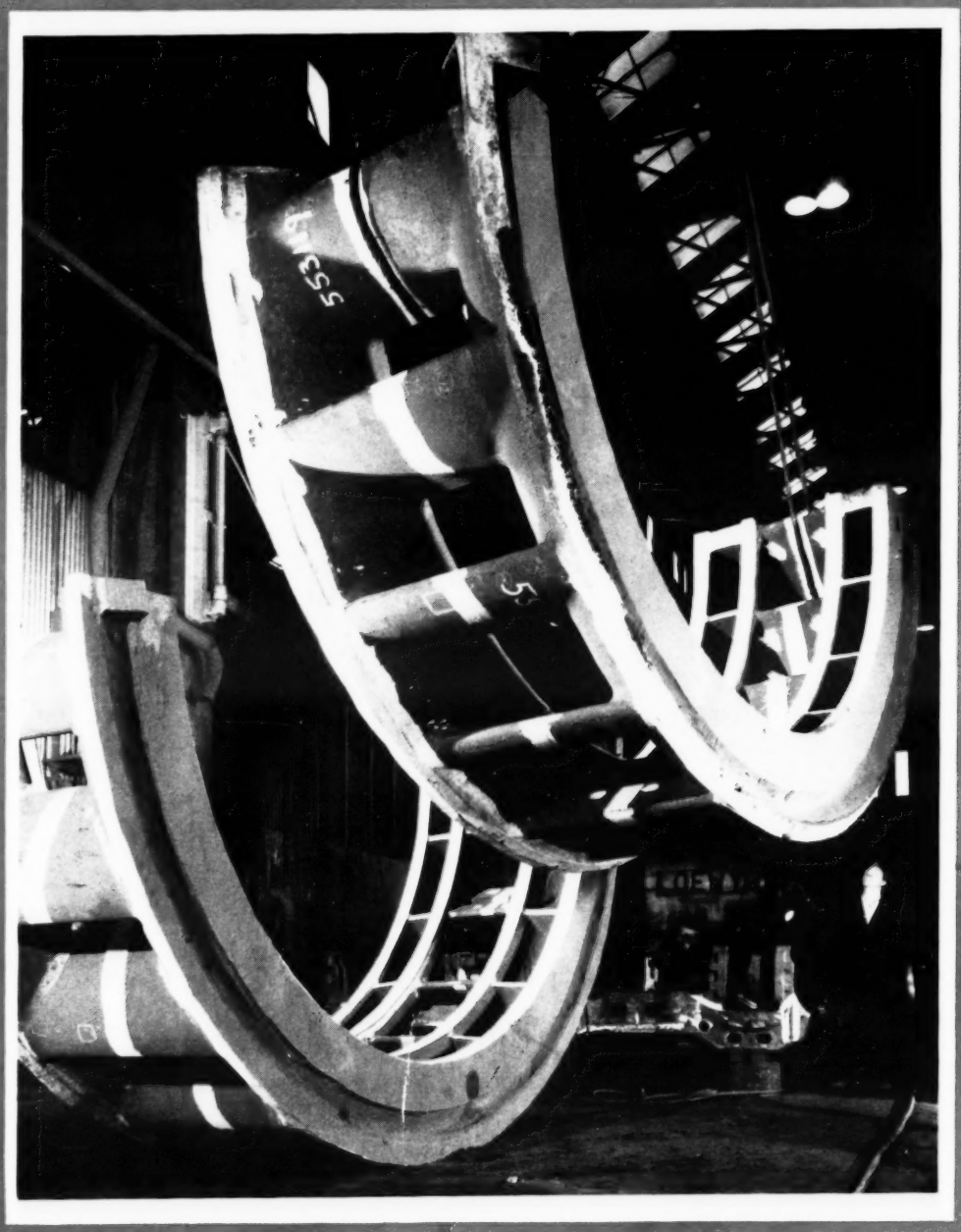

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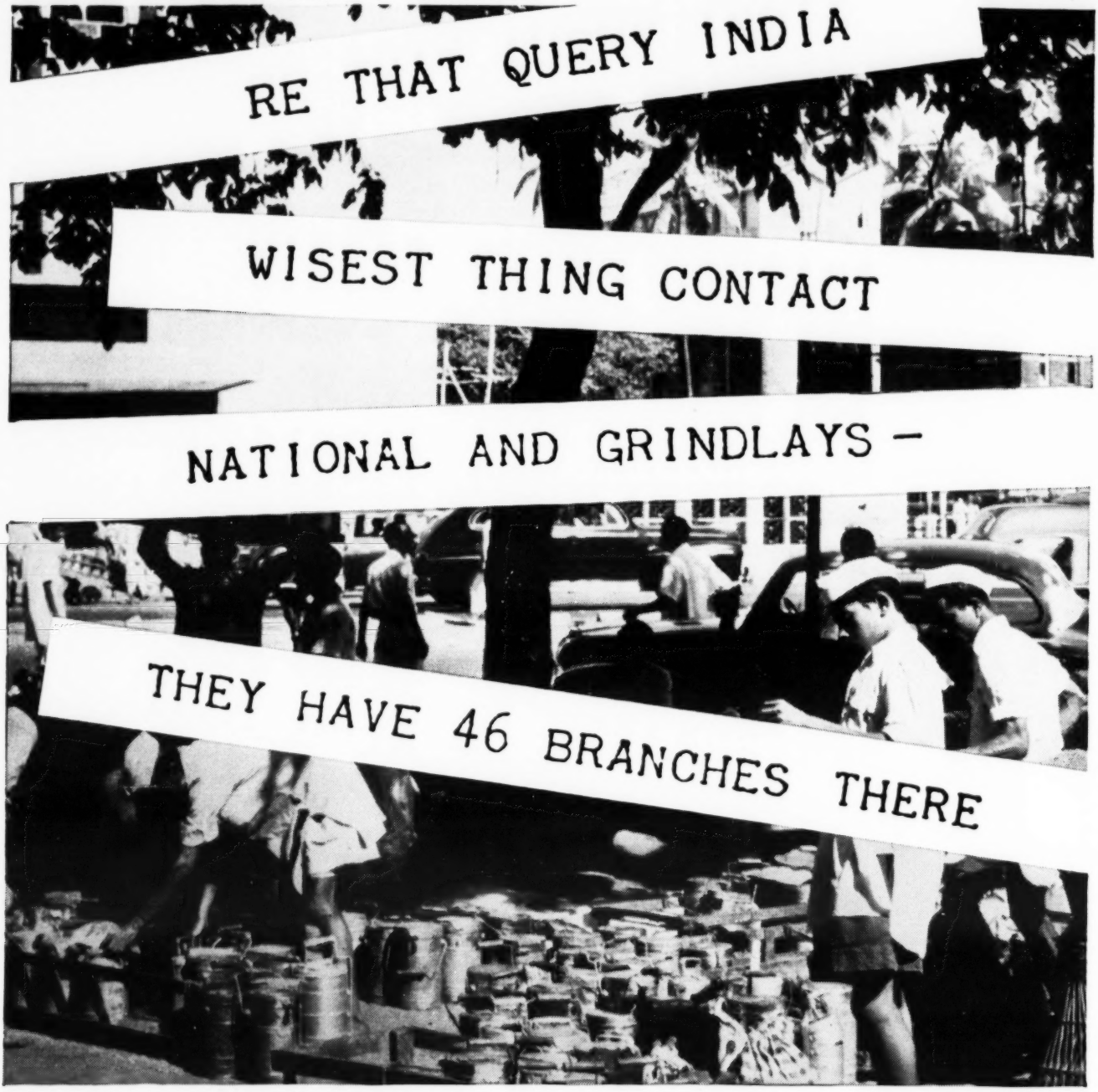

The first step to market information on India is to take a note of the name and address of the bank that lives there.

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Board of Trade Journal

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200 British firms for Oslo Spring Show – 'Britain 66' . . 367
Lord Brown's visit to exporters in the North-west . . . 368
Motorcycle industry's sales drive in North America . . 368
BNEC scheme for circulating Trade Directories abroad . . 370
Supply of petrol to retailers. 370
Dental mergers referred to Monopolies Commission . . 371
Customs and Excise restrictions on deliveries of wines, spirits and tobacco 372
Imports of fresh grapefruit from the Dollar area . . . 373
Applications for temporary exemption from import duty . 373
New Books 376
Parliamentary Answers 377
Government surplus sales by auction 379

STATISTICS
The economy: selected indicators 381
United Kingdom trade in January 382
Wholesale Price Index Numbers 383
Registrations of British and foreign films 385
Catering trades, laundries, dry-cleaners and hairdressers in December 386
Sales by wholesale textile houses in December 387
Orders in the textile and clothing industries 387
Assets and liabilities of hire purchase finance companies. . 389
New migration statistics 389
Business Monitor: Production Series 389
Retailers' stocks in December 390

EXHIBITIONS AND FAIRS
Success of British firms at Paris electronics exhibition . . 391
Prince Philip to present Design awards in Edinburgh . . 391
Britain at Berlin's Green Week 391
Good results for British firms at Brussels Building Exhibition . 393
British toys display in Paris and Nuremburg 393
Products from 50 UK firms at Hamburg Boat Show . . . 396
Major success for largest British store promotion held in Canada 396
First Large-Scale Hovercraft Exhibition to be held in June . 397

OVERSEAS TRADE AND EXPORTS
Belgium market for domestic gas-fired appliances etc. . . 398

TRADE AND FINANCIAL ARRANGEMENTS
UAR (Egypt) and Iraq. UAR (Egypt) and Lebanon. Rumania and East Germany. East Germany and Bulgaria. Czechoslovakia and Bulgaria. Tunisia and Bulgaria 400
Pakistan and Bulgaria. Cuba and Bulgaria. Czechoslovakia and Cuba. Czechoslovakia and Ghana. Austria and USSR. Morocco and USSR. Tunisia and USSR. Rumania and Hungary. Italy and Pakistan 401
Italy and Iran. South Korea and Australia agreement. Tunisia and Poland 402
Information for exporters 404

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Algeria: Global import quota for furniture 416
Brazil: Surcharge on imports 413
British Virgin Islands: Customs tariff changes 412
Canada: Customs tariff amendments and extensions. 'Made in Canada' ruling. 'Not made in Canada' ruling . . . 410
Chile: Amendments to import list. Exchange regulations. Import regulations 413
European Economic Community: Further translations of EEC Regulations. 414
France: Special import quota for some foodstuffs for British Week, Lyon 414
Germany, Federal Republic of: Import regulations for fresh meat 414
Greece: Modifications to Greek customs tariff 415
Iceland: Global quotas for 1966 415
Irish Republic: Import Quota 414
Italy: Tariff changes. Special concessions for industries in Southern Italy 416
Jamaica: Industrial Incentives Law, 1956. Customs tariff changes. Import licensing arrangements. 412
Laos: British government aid 418
Latin America Free Trade Association: Fifth annual conference of contracting parties 413
Malaysia (States of Malaya): Import licensing and quantitative restriction 418
Pakistan: Import Licensing Policy January-June 1966 . . 415
Rhodesia: Tariff notices. Suspension of duty 418
Spain: Opening of global quotas. Customs tariff 415
Switzerland: Amendments to the customs tariff 416
Togo, Republic of: Fiscal import duty amendments . . 416
Trinidad: Import licensing 412
Trinidad and Tobago: Budget proposals 412
Uruguay: Consular fees 413
United States: Textured yarns of man-made fibres. Handkerchiefs produced in the Philippines 411
Zambia: Suspension of duty 416

INDEX TO STATISTICS 420

Front cover photograph

English Steel Castings Corporation have received an order for two turbine stay rings for the Manopouri, New Zealand, hydro-electric power station. The rings, more than 16 feet in diameter, are being supplied in halves to an order from the Harland Engineering Co. Ltd. Each half weighs 14¾ tons as cast.

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Orders for reprints should be addressed to the Director of Publications (P12), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

BLUE FUNNEL
build new ships

Four new cargo liners of the Priam Class will go into service with the Blue Funnel fleet during 1966

The 21 knot vessels will be in the vanguard of cargo liner design with automated and air-conditioned cargo spaces

Like all Blue Funnel ships, they will run to rigorous schedules of arrival and departure

Ship BLUE FUNNEL–*new ships..new schedules..new berths..new horizons*

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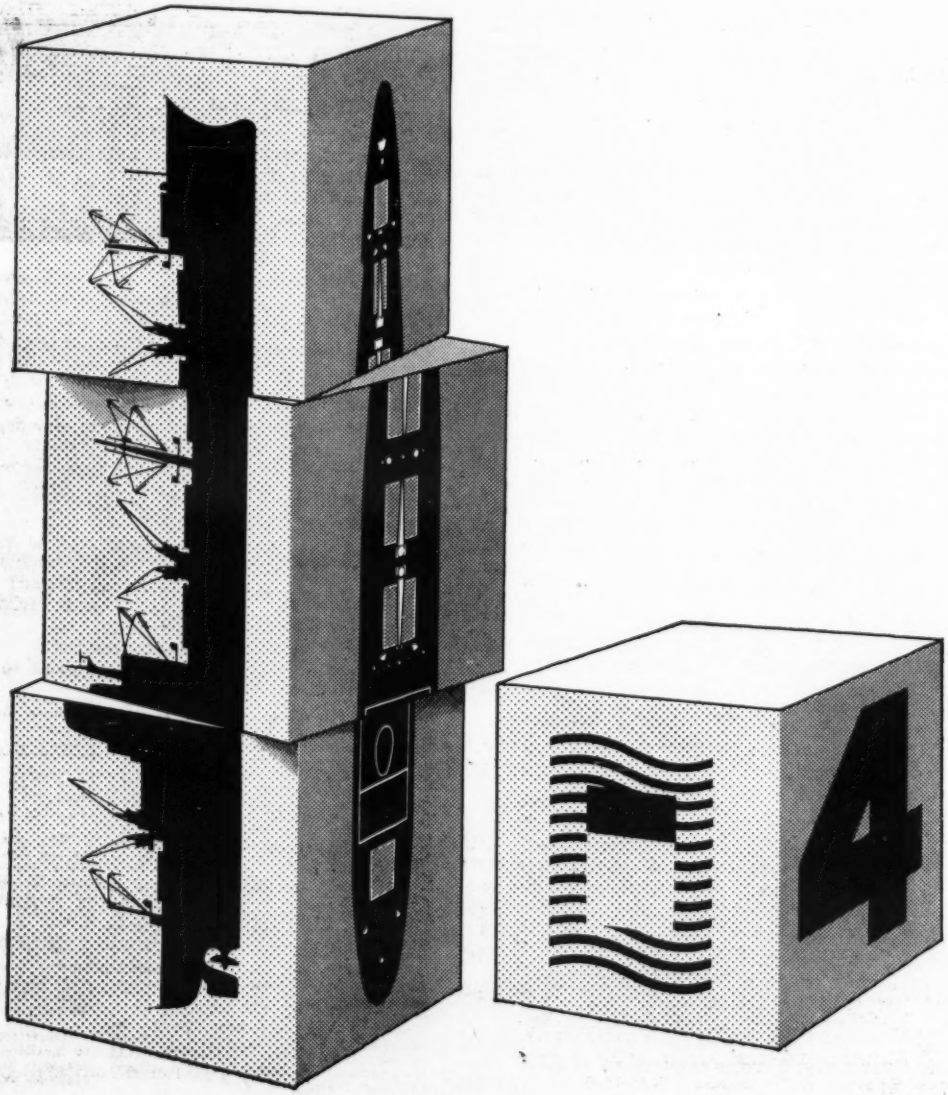


200 British firms for Oslo Spring Show — 'BRITAIN 66'

A REPORT FROM THE COMMERCIAL DEPARTMENT, BRITISH EMBASSY, OSLO*

WELL OVER 200 firms are taking part in the British Trade Fair to to be held in Oslo from April 29 to May 15, and several hundreds more in the simultaneous point of sale promotion of consumer goods in the shops and stores of Oslo, its suburbs and Drammen – in 'BRITAIN 66', the largest professional combined operation of selling and spectacle and top-level business symposia yet arranged in Norway.

This article is written for the firms whose goods and services are involved, either through direct participation by principals or by active collaboration from agents and distributors. It is not for the sleeping partners, though no doubt the high level of interest shown by retailers will, on the consumer side, cause an eye or two to open, preferably before it is absolutely too late.

It follows that, with these terms of reference, there is no need to use space here on the familiar general stuff, the size of the market, openings, how business is done, and so on. All that has been covered in the informative material prepared by the organizers, British Overseas Fairs Ltd. and the Export Council for Europe; in the discussion meeting arranged by ECE in London in December; and in the booklet on Norway in the 'Hints to Business Men' series issued by the Board of Trade.

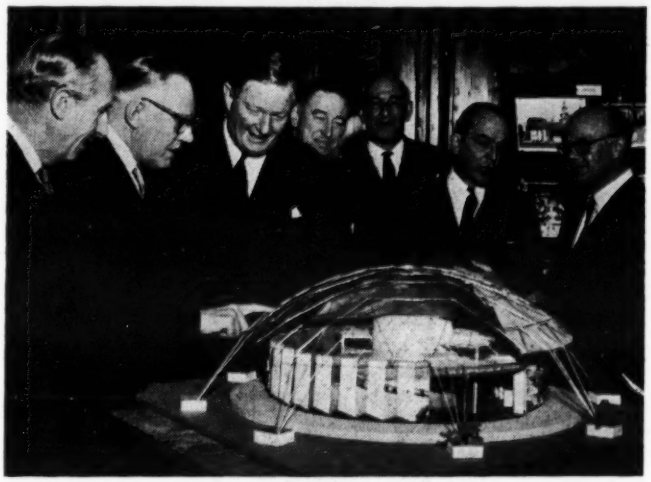
The object, instead, is to provide a reasonably detailed check list of ideas for things to be doing, its applicability depending, of course, on the resources of the firm and the type of participation. Some of the points will have been seen in the Bulletin on 'BRITAIN 66' issued in January under cover of a letter from the chairman of the Export Council for Europe; all plagiarism is intentional. Any firm finding nothing new to do after checking the list ought to be confident of getting all the business that 'BRITAIN 66' will bring within its reach; on payment by results its Export Department could plan on a fat bonus:

Accommodation First on this list because pressure on rooms is intense.

Passages BEA/SAS/Fred Olsen (Bergen Line via Bergen).

Orders
(1) Deliveries 100 per cent sure?
(2) Back-up stock available in Oslo to cover quick repeats?
(3) Arrangements in United Kingdom to maintain momentum on basis of initial experience?
(4) Drill in Oslo with customers to trigger (2) and (3)?
(5) Special introductory terms including test-marketing?

Maximising Preliminaries
(1) Agents/distributors to works?
(2) Visit to Oslo of course.
(3) Maximum value obtained from appropriate group of Norwegian trade buyers (china and glass; men's, women's and children's clothing and textiles; foodstuffs; sports goods; hardware; ships' equipment) who visited United Kingdom in October/December 1965 – and follow-up? Also through agents?
(4) Check on information available from CBI, BOF, ECE, BOT, Trade Associations?
(5) Norwegian Market Research consultants?
(6) Statistics and tariff information?



Leading personalities in the City of London recently discussed at the Mansion House future plans for the City of London Pavilion which has already been on display at British Weeks in Amsterdam and Milan. Arrangements have been made for the pavilion to be taken to Oslo in May and Lyon in October, and it is hoped to send it to Canada next year. Looking at a model of the pavilion are (left to right): Mr. A. C. Grover, chairman of Lloyd's Register of Shipping; Mr. A. R. Glen, chairman of Export Council for Europe; Mr. R. W. Sturge, chairman of Lloyd's; Mr. L. B. Prince, chairman of Rates Finance Committee; Mr. D. W. Pritchard, chairman of Overseas Promotion Committee; Mr. T. Kingsley Collett, chairman, special committee, Overseas Promotion Committee; and Sir Lionel Denny, the Lord Mayor.

Credit
(1) ECGD arrangements in order?
(2) Confirming house/Merchant bank, etc.

Point of Sale
(1) Display material offered?
(2) Co-ordinated with BOF arrangements and using symbol?
(3) Own demonstrators?
(4) Other encouragement to stores – prizes? competitions?
(5) Goods at Fair labelled to tie in retail outlets? and vice-versa?
(6) Sizes, etc., normal/understandable in Norway? Norwegian standards?

Publicity
(1) Using free COI service?
(2) Newsworthy stories to Mrs. Fay Gjester, Publicity Officer, c/o British Embassy? With photographs? (Also a free service).
(3) If using promotional material in Norwegian, checked in draft *and proof* in Oslo?
(4) Checked with Trade Association possibility of BOT financial help with collective translations and leaflets?
(5) Films at Trade Fair cinema?

Advertising
(1) Schedule prepared?
(2) Using six special supplements leading Oslo newspapers are issuing?
(3) Insertion in Fair catalogue?

* New address: Thomas Heftyesgate 8, Tel. 56.38.90, Telex 1575.

'BRITAIN 66', continued

	(4) Considering effort outside Oslo and Drammen? Elsewhere in Scandinavia?
	(5) Trade and technical press?
	(6) Checked with Trade Association, BOT financial help with co-operative advertising?
Customer Relations	(1) Advised you'll be there?
	(2) Invitations to come and tickets to Fair?
	(3) Conferences/demonstrations?
	(4) Hospitality? Place booked?
	(5) Ready with dates for invitations to visit works?
	(6) Seats on your stand?
	(7) Norwegian speaking assistants available and briefed?
	(8) Your representatives decision-taking on the spot?
Covering Norway	(1) On to the regional days? (Bergen, Stavanger and Trondheim)? And the Oslo basin excursions?
	(2) Doing anything for engineering undergraduates at Trondheim Technical University and business undergraduates at the Bergen Commercial University?
	(3) Conference, etc., of all your agents/distributors (in Scandinavia?) during 'BRITAIN 66'?
	(4) Satellite promotions in major stores in provinces – some of whom are keen?
Covering Scandinavia	(1) Agents/distributors?
	(2) VIP customers?
	(3) Gothenburg Day arrangements?
	(4) Quite a bit of the rest of this list?
Correspondence	(1) Telex?
	(2) A 4 size paper?
	(3) A 4 size sales literature?
Fundamentals	Goods available and delivery assured; ranking professionals to sell them; preparation, follow-through and FOLLOW UP.

New fast reactor approved for Dounreay, Scotland

AS ANNOUNCED on February 9 by Mr. Frank Cousins, Minister of Technology, the Government has sanctioned the construction of a Prototype Fast Reactor to be sited at Dounreay, Scotland. The cost of the Reactor, together with the associated fuel production plant to be built at Windscale, Cumberland, will be about £30 million.

Construction of the Prototype Fast Reactor will start as soon as it is possible to get contractors on the site and is due to be completed in 1970. Production of electric power should begin in the first half of 1971.

Lord Brown's visit to exporters in the North-west

LORD BROWN, Minister of State, Board of Trade, is visiting the North-west Region on February 17 and 18.

February 17 – to attend a reception at the Midland Hotel, Manchester, February 18 – to visit firms in Littleborough and Burnley who make textile fabrics, glass, plastics, shoes and slippers, lunch with members of the Export Group of the Burnley Chamber of Commerce.

Note: This is one of a series of visits which Lord Brown is making to all Regions. The aim is not only to congratulate firms on their export performance but to make personal contact with as many those closely engaged in the export effort as is possible.

Cycle and motor cycle industry's proposed sales drive in North America

BRITISH CYCLE and motor cycle manufacturers, whose exports rose for the third consecutive year in 1965, believe that the Government's new export aids can help them to break fresh records in 1966. A trade mission of some 15 members of the British Cycle and Motor Cycle Industries' Association will leave for a 12,000-mile sales tour of the United States and Canada in April. North America has for several years been Britain's best export market for quality bicycles and high performance motor cycles. The United States alone is now taking nearly half of the industry's global exports which are currently valued at £23 million per year.

The trade mission – backed by the Board of Trade and the British National Export Council's Committee for Exports to the United States – will consist of smaller cycle, motor cycle and component firms who have either not yet fully exploited this expanding market or who are entirely new to it. They will visit New York, Los Angeles, San Francisco and Chicago, and Toronto and Montreal in Canada. The Mission will be led by Mr. H. M. Palin, director of the BCMCIA.

New Scottish bottling plant to provide more whisky for export

JAMES BUCHANAN & CO. LTD., are to build a new blending and bottling plant at Stepps, Lanarkshire, to obtain the additional capacity needed to meet its increasing sales of 'Black and White' Scotch whisky. The cost of the land, buildings and plant is estimated at over £4 millions. The Secretary of State for Scotland has confirmed the grant of planning permission by Lanarkshire County Council. The buildings comprise a blending warehouse, a bottling hall, ancillary stores, an eleven-storey administration block and a canteen for staff and workers. It is anticipated that the plant will be in full operation by 1968 with employment for 950 men and women producing four million bottles of whisky a year, mainly for export.

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Goole to Copenhagen.

Wilson Line operate fast, direct and regular services to Scandinavia* and can undertake a complete export service spanning road haulage, export documentation (customs entries, bills of lading etc.) **A feature of our service is the prompt issue of Bills of Lading.**

* Also Regular Services to the Mediterranean and Canada.

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Grimsby to Kristiansand S, Skien, Porsgrunn.
Hull to Stavanger, Bergen, Trondheim, etc.
Felixstowe to Oslo & Oslofjord Ports.

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Export Intelligence can find a market overseas for your product.

The most unexpected markets may exist for your product abroad.

To find them:

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at the Board of Trade

STEEL to the United States and Fashions to France. Worcestershire sauce to Paraguay and Peru. These are among British exports. There may well be markets for your product in countries you've never thought of. Export Intelligence will know. Here's how to make use of this free Board of Trade service.

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Telephone any of the numbers listed here and you'll speak to a man who knows where to find profitable markets, and how to plan a successful visit. He will arrange for you to get help and introductions from the 200 commercial teams working in British Embassies, Consulates and Trade Commissions. He'll give you information on markets, find you an agent, tell you about competition, local trading methods, documentation, publicity. If you want to meet buyers by exhibiting at an overseas Trade Fair, he can also help – from choosing the right fair to advising on the cost of your stand and production of literature.

Confidential, costs you nothing

Export Intelligence offers an extraordinarily comprehensive service. *Yet it costs you nothing.* It is provided by the Board of Trade as a confidential, personal service to British businessmen.

Call us first

If you want to enter new overseas markets, we could probably help you cut several corners and even prevent you from making expensive mistakes.

Call Export Intelligence – now.

CALL US FOR...

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Call us at...

HQ: London CITy 9633
Telex 25977

Belfast (Ministry of Commerce)
Belfast 28271 Telex 74578
Birmingham
MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49267
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55472
London (South Eastern Counties)
TATe Gallery 4355 Telex 25991
London (Eastern Counties)
TATe Gallery 6271 Telex 25991
Manchester
DEAnsgate 9321 Telex 66104
Newcastle 27575 Telex 53178
Workington 3788

SIMPLER EXPORT DOCUMENTS

A window display of the aligned series of export documents described in the recent Board of Trade booklet 'Simpler Export Documents', together with a simple demonstration of the system, can be seen for the next few weeks at the Board's Export Information Centre, Hillgate House, 50 Ludgate Hill, London, E.C.4. The Centre is open from 9.30 a.m. to 5.30 p.m.

BNEC scheme for circulating Trade Directories abroad

THE BRITISH National Export Council have now sent to some 400 Trade Associations details of the scheme for helping to get Trade Directories circulated overseas. As Mr. Douglas Jay, President of the Board of Trade, said in announcing the scheme on December 1, the Council are running it on behalf of the government.

The object of the scheme is to encourage the production and distribution overseas of foreign-language versions of directories containing precise information about products made in Britain and the firms from which they can be bought.

In approved cases, two kinds of financial help are to be given: (a) half the translation fees and costs of type-setting into foreign languages, provided not less than three foreign languages are used; (b) half the cost of sending directories free of charge to recipients overseas.

BNEC will only accept applications for this help from trade associations which are prepared to take responsibility for the directory concerned. BNEC will not negotiate with commercial printers or publishers.

To qualify a directory must contain: (i) an alphabetical list with full addresses of manufacturers making products within the industry concerned. All such firms must have the opportunity of being included irrespective of whether they belong to the Trade Associations or not; (ii) a comprehensive list of products with at least three language glossaries.

Anyone interested in the scheme is invited to obtain full details from British National Export Council, 27 Northumberland Avenue, London, W.C.2. (See page 372.)

BNEC clothing trade mission to Nigeria and Zambia

THE BRITISH National Export Council's committee for exports to Africa are proceeding with their plans to send a clothing trade mission to Nigeria and Zambia. In order to ensure that these take into account the widest possible interests, a meeting is being held at the Royal Commonwealth Society in Northumberland Avenue, London, W.C.2, on February 21.

It is proposed to discuss the present plans, and also to set up a working party of clothing manufactures in order to finalize arrangements. Firms interested in sending a representative to the meeting should contact the Secretary of the Committee for Exports to Africa, Telephone Whitehall 3121.

Leicester Chamber of Commerce export mission

LEICESTER Chamber of Commerce is sending a seven-man Trade Mission to the Far East from February 19-March 12. The itinerary includes Beirut, Bangkok, Kuala Lumpur, Singapore and Hong Kong (with particular reference to the forthcoming British Week there).

Preparations for this Mission, which has the backing of the British National Export Council, have been in hand since last August. The Commercial Departments in the respective Embassies concerned are giving full assistance, from arranging appointments with prospective buyers to giving warning of a Thailand public holiday in February called Makha Buja, whose exact date is determined by various astrological calculations only a week or two beforehand!

The delegation is to be led by Mr. H. G. A. Ross-Wilson, managing director, Partridge Wilson & Co. Ltd.

Commending the British Plastics Federation's trade mission to Eastern Europe Lord Brown, Minister of State, Board of Trade, said that this was 'the right industry going at the right time and to the right place'. He was meeting some members of the mission at the Board of Trade before they left on February 4 to meet trade and Government leaders on a month-long visit to Moscow, Warsaw and Prague.

The picture shows (left to right) Mr. N. Browne, chairman, Bone Bros. Ltd.; Mr. R. E. G. Windsor, chairman and managing director, R. H. Windsor Ltd.; Mr. T. B. Wilkinson, overseas manager, Plastics Division, ICI Ltd.; Lord Brown; Mr. J. E. Richardson, leader of mission, export manager, Distillers Chemicals and Plastics Group; Mr. G. I. H. Traill, secretary, British Plastics Federation; and Mr. P. Ransley, editor, Plastics and Rubber Weekly.

Supply of petrol to retailers

IN ANSWERING a Parliamentary question on February 10, Mr. Douglas Jay, President of the Board of Trade, announced his proposals for following up the Monopolies Commission's Report on Petrol. The Government have accepted in principle the recommendations of the Commissions subject to certain modifications to the recommendation on company-owned petrol stations. The President's answer was as follows:

'In consultation with my rt. hon. Friend the Minister of Power I have decided to accept in principle the recommendations in the Monopolies Commission's Report on the Supply of Petrol relating to solus ties, tenancies, lubricants and non-petroleum products (that is, recommendations 1 to 6 and 8 in the Commission's Report).

'I also accept the Commission's conclusion that it is in the public interest that there should be a limit on the acquisition and building of petrol stations by petrol suppliers (recommendation 7). Since such a limit on all suppliers with annual trade in excess of 10 million gallons, as suggested by the Commission, would carry a risk of discouraging new entrants to the United Kingdom market, with the effect of diminishing rather than promoting competition, I have decided that a modified form of restriction should be imposed. Under this there would be no limitation on acquisitions by suppliers whose total annual trade did not exceed 50 million gallons. Suppliers subject to the limitation should not thereafter increase the total number of petrol stations in their ownership save for the fulfilment of existing contracts with which there would be no interference.

'I accept the Commission's view that it is in the public interest that existing solus and other agreements should not be enforced inconsistently with the Commission's recommendations. I am asking suppliers to undertake not to enforce terms which may be thus inconsistent and to consider favourably requests from parties to such agreements that these should be re-negotiated to bring them into line.

'I am also seeking undertakings from the interests concerned that they will conform to all the Commission's recommendations subject to the modification of the recommendation concerning company-owned stations, and I am asking them to observe the

spirit of the recommendations while the terms of the undertakings are worked out.'

The Board of Trade are writing to the interests concerned to invite their co-operation on the lines indicated by the President.

In reply to a further question, the President referred to the acquisition by Esso of the filling station interests of Agip. He said: 'I have examined this acquisition under the provisions of the Monopolies and Mergers Act, 1965, and in the light of the Monopolies Commission's Report on the Supply of Petrol.

'Since, in accepting the Commission's recommendations, I have decided that there should be no interference with existing contracts for the purchase of filling stations or sites, I do not intend to refer this merger to the Monopolies Commission.'

Note: The Monopolies Commission's Report was made to the Board of Trade last year and published on July 23, 1965. The Commission found that some of the features of the agreements made by petrol suppliers with retailers were against the public interest. They also found that the acquisition of petrol stations by petrol suppliers might be expected to operate against the public interest unless some limit was imposed. The Commission recommended certain safeguards against those features of the system which they considered to be harmful.

The Commission's principal recommendation was that solus ties on petrol should not normally exceed five years. In this context the Commission recommended that loan agreements between petrol suppliers and dealers, and agreements on equipment, should not be used to enforce exclusive ties where a dealer was willing and able to pay off the loan or purchase the equipment. The Commission recommended that there should be no exclusive dealing agreements on lubricants and similar goods. They also recommended that petrol suppliers should not impose restrictions on retailers' business in non-petroleum products such as tyres, batteries and accessories and made certain recommendations about the length of lease to be granted by petrol suppliers to their tenants.

The Commission recommended that a limit should be imposed on the further acquisition or construction of petrol stations by petrol suppliers.

Copies of the Report (Petrol: A Report on the Supply of Petrol to Retailers in the United Kingdom, July 1965) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 13s., or by post from HMSO, PO Box 569, London, S.E.1, price 14s. 7d.

Dental mergers referred to Monopolies Commission

THE BOARD OF TRADE announce that they have referred the proposed acquisition of The Amalgamated Dental Co. Ltd. by:

(i) The Dental Manufacturing Co. Ltd.; or
(ii) The Dentists' Supply Co. of New York.

to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act, 1965.

In this instance, the Board of Trade are using their powers under the Monopolies and Mergers Act to impose a standstill on any acquisition of stocks or assets of The Amalgamated Dental Co. Ltd. by either of the bidding companies mentioned above. The Board of Trade made and laid before Parliament, Orders in respect of both proposed acquisitions, on February 10.

Dealings in stock of The Amalgamated Dental Co. Ltd. which are the subject of agreements made prior to February 11 may be completed provided that they are not made pursuant to the general offer dated January 22 made to the members of The Amalgamated Dental Company, Limited, by Keyser, Ullman Securities on behalf of The Dental Manufacturing Company Limited.

The Monopolies Commission have been asked to report within six months.

The Board emphasize that the decision to make a reference to the Monopolies Commission does not in any way prejudge the question of whether or not a merger is contrary to the public interest. It is for the Commission to report on this, after investigation.

Note:

The Monopolies and Mergers Act, 1965, came into force in August 1965. It empowers the Monopolies Commission to investigate proposed or actual mergers following a reference by the Board of Trade.

Section 6 of the Monopolies and Mergers Act permits the Board of Trade to refer a merger to the Monopolies Commission in either of two cases:

(a) where the merger would lead to or strengthen a 'monopoly';
(b) where the value of the assets taken over would exceed £5 million.

The Commission are required to investigate the merger, and to report to the Board of Trade on whether the merger operates or may be expected to operate against the public interest.

These proposed mergers have been referred under the size-of-assets test. Although the references preclude the Commission from going into the question whether the monopoly test is satisfied, they are free to consider any monopoly aspects in relation to the public interest.

This is the third reference by the Board of Trade under the Act. The first was the merger of the British Motor Corporation and Pressed Steel; the report of which was published on January 25, 1966. The second was the proposed merger of the Ross Group and the Associated Fisheries Ltd. which was referred to the Monopolies Commission on February 3, 1966.

This is the first occasion on which the Board of Trade have applied its powers to stop a merger pending investigation by the Monopolies Commission.

The orders applying the standstill in the acquisition of shares by either the Dental Manufacturing Co. Ltd. or the Dentists' Supply Co. of New York came into force at midnight, February 10; they had been laid at 7 p.m. to reduce the risk of after hours Stock Exchange speculation during a period when the knowledge of the standstill orders would not be universal.

The object of the Board of Trade's action is to prevent completion of the acquisition of the Amalgamated Dental Company by either the Dental Manufacturing Co. or the Dentists Supply Co. of New York pending the Monopolies Commission's investigation. This means that neither company may acquire any of the Amalgamated Dental Co.'s *assets*. Nor may they acquire, directly or indirectly, *stock* of the Amalgamated Dental Co.: any transaction involving the acquisition of such stock by or on behalf of either company is prohibited.

New member appointed to Monopolies Commission

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Mr. S. A. Robinson, general president of the National Union of Boot and Shoe Operatives, a part-time member of the Monopolies Commission. The appointment has been made for an initial period of three years.

A continuation contract for a further quantity of altimeters for Russian transport aircraft was signed recently at the Wembley headquarters of Smiths Industries Aviation Division. The picture shows (left to right) Mr. J. S. Rivaz, sales manager, Smiths Industries Aviation Division; Mr. Igorj. V. Putjato, a director of Aviaexport, the Russian purchasing organization; and Mr. E. V. Beliaev, United Kingdom delegate of Aviaexport.

BNEC conference on trade missions scheme

THE FIRST YEAR'S WORKING of the scheme for helping trade missions was discussed at a conference of trade associations organized by the British National Export Council in London on February 15. The scheme was announced by the President of the Board of Trade early last year.

Sir William McFadzean, chairman of BNEC, who presided at the conference recalled the scheme in outline. He said: 'Help is only given to collective parties and not to individuals. That basic principle had to be laid down at the outset if the Government was to keep its international promises not to pay the promotion costs of individual firms. Each mission has, therefore, to be sponsored by a non-trading body like a Trade Association or Chamber of Commerce which has to undertake to arrange for approximately 50 per cent of the costs to be met from its members. Once this and certain other conditions have been satisfied, BNEC on behalf of the Government undertakes to refund up to 50 per cent of the basic costs. Missions can be either inward or outward – that is to say they comprise parties of overseas buyers travelling into and round this country as well as parties of British businessmen visiting overseas countries.'

Sir William said that in its first twelve months of operation 110 Trade Missions had been successfully organized, an average of a little over two a week although of course there were peak seasons and off-seasons. Forty-eight of these Missions had been outward, 32 inward, and 30 more had taken the form of trips overseas mainly of officials of trade associations to collect market information. These figures covered 1965 and all present indications were that the numbers of 1966 will be considerably higher.

'On expenditure it is difficult to be precise, for final costs are not yet known but the total expenditure for 1965 has so far been about £150,000. It is also difficult to say exactly how many industries or countries have been involved, but if you look at page 19 of the booklet in front of you you will see two lists bringing out how widely the activities have spread.

'All told I would estimate that some 1,800 people have been assisted to travel in and out of this country. Some of these would have gone anyhow, for businessmen were travelling abroad both singly and in groups long before this Scheme began, but many firms, and particularly smaller ones, have, I am certain, been encouraged to make a buying trip which they otherwise would have been unable to afford, and a number of people who might have gone once out on their own have been enabled to go more often.'

What did this add up to in terms of exports?

'It is impossible to give any accurate figures here, but from the close contacts we keep with these Missions and the reports we finally receive from them, I have no doubt that the Missions generally speaking have been highly successful', Sir William said. 'A further proof of this has been the number of sponsors who have applied for repeat performances.

'In one case, the inward mission connected with the British Week in Hong Kong, we did make a special effort to discover what sales had resulted. The immediate answer seemed to be at least £¼ million, but we have good reason to believe that the figure is now nearer £1 million, which would imply a return of one hundred fold on our outlay – not too bad an investment as I am sure you would all agree.

'I have always said that the most effective way of achieving results in the export field is through personal contact. Through our own manufacturers going overseas to see conditions and markets for themselves and determining their production and selling policies accordingly. Also through getting overseas buyers – actual and potential – to come to this country to see what we can produce and, if I may say so with conviction, to see how extremely efficient so much of British industry is.

'The more we can develop these personal contacts, the better it will be for our export trade, and I hope you will all agree that in this respect these Missions have done and are doing an extremely valuable job.'

Sir William went on to emphasize the importance which he and his colleagues in the Council attach to the Missions and the vital necessity of extending them and making them more and more effective all the time.

'I want to express our gratitude to the wide range of people who help us to work this Scheme, for our own team, hard as they work, could not possibly cope unless a large part of the work was taken off their shoulders by the sponsoring organizations, by the firms and shops which receive incoming missions, by our friends in the Board of Trade who listen so sympathetically to our problems, and to many, many others', he added.

'I would like particularly to mention all the Commercial Officers overseas whose job it is to collect the inward and receive the outward missions. A great deal has been done in recent years to improve the closeness and smoothness of their collaboration with British industry and I cannot overstress how invaluable their knowledge and contacts and enthusiasm are to our operations. This Scheme can only be handled effectively by a lot of people working as a team, and I am glad to say we are steadily achieving more and more the team spirit.'

A new BNEC publication, 'Trade Mission Do's and Don'ts', was announced at the conference. Copies are being distributed through trade associations, chambers of commerce and similar organizations.

Sir Robert Black appointed member of board of BTA

MR. DOUGLAS JAY, President of the Board of Trade, has appointed Sir Robert Black, to be a member of the board of the British Travel Association, Britain's official tourist organization.

Sir Robert, who entered the Colonial Administrative Service in 1930, was Colonial Secretary of Hong Kong from 1952 to 1955, Governor and Commander-in-Chief of Singapore from 1955 to 1957, and Governor and Commander-in-Chief of Hong Kong from 1958 to 1964.

£600,000 electrification loan to Ecuador

THE EXPORT CREDITS GUARANTEE Department have announced that agreements were signed in London on February 15 under which Britain is making loans to Ecuador totalling £600,000.

HE Senor Don Jorge Mantila Ortega, the Ecuadorean Ambassador, signed on behalf of the Instituto Ecatoriano de Electrificacion (INECEL), who will be receiving the loan, and Lord Brown, Minister of State, at the Board of Trade, signed for HM Government.

The loans, which are being made under Section 3, of the Export Interest will be at a rate corresponding to current rates for British equipment for the electrification scheme involving a hydro-electric generating plant at El Ambi, a transmission line to the city of Ibarra, and a distribution network within Ibarra. The scheme is a part of the main Ecuador Development Programme sponsored by the Inter-American Development Bank.

The loans will be repaid over a period of 20 years, including a grace period of 5 years before repayments of principal commence. Interest will be at a rate corresponding to current rates for British Government borrowing, plus a management charge of ½ per cent.

The signature of these agreements is a further measure of the wider British interest in the economic and social development of Latin America.

Committee for Middle East Trade reports on its mission to Ethiopia

THIS REPORT, which was reviewed in the *Board of Trade Journal* of February 11, is available *not* from the British National Export Council, but from the Middle East Association (formerly the Committee for Middle East Trade) at Bury House, 33 Bury Street, St. James, London, S.W.1. (Tel. Trafalgar 2137).

Customs and Excise restrictions on deliveries of wines, spirits and tobacco

THE COMMISSIONERS of Customs and Excise have issued instructions to their Officers that deliveries for home consumption of wines, spirits and tobacco should be restricted from February 14 up to and including Budget Day to amounts determined on the basis of normal trade. Similar restrictions, which the Commissioners are empowered to impose by Section 261 of the Customs and Excise Act, 1952, were applied to wines and spirits in March last year when it became apparent that deliveries were being made at a level considerably above normal.

These measures do not give any indication of the Chancellor's Budget intentions and are not prompted this year by any reports of unusually heavy deliveries of the restricted goods. As was foreshadowed last year, they are part of a change in practice which, unless special considerations make some other course desirable, is intended to be followed as a matter of routine in future years.

Assistance to the Canadian shipbuilding industry

ON FEBRUARY 2, 1965, the Canadian Minister of Transport announced the establishment of an interdepartmental committee to review the policy of assistance for ship construction. Pending completion and consideration of the committee's report, no more applications for subsidy payments for ship construction were to be considered except for fishing vessels. This committee has now completed its work and the Canadian Government, after consideration of the findings of the committee, has decided to introduce a revised programme of assistance for the shipbuilding industry.

As from January 1, 1966, the Canadian Government has resumed subsidy payments on ship construction but at a level of 25 per cent for a period of three years (the subsidy was previously fixed at 35 per cent). Thereafter the amount will be gradually reduced by two percentage points annually until a subsidy level of 17 per cent is reached in 1972. The new subsidy rate will not apply to vessels built for the federal or provincial governments or floating structures which are not considered to be vessels in the orthodox sense. For fishing vessels the current 50 per cent subsidy rate will be continued.

The Canadian authorities have also announced that the Canadian content requirement in the administration of the subsidy is to be withdrawn to enable the industry to take full advantage of the free entry provided under the Canadian tariff for various items used in ship construction. At the same time the Ship Construction Drawback Regulations which permit drawback of 99 per cent of customs duties paid on imported goods used in the original construction of ships are to be withdrawn except where they apply on military equipment.

The provisions of the Canadian Vessel Construction Assistance Act permitting the exemption from taxable income of recaptured capital cost allowances are also to be discontinued. The rapid depreciation provisions of the CVCA Act will be retained.

Imports of fresh grapefruit from the Dollar Area

THE BOARD OF TRADE have announced in Notice to Importers No. 1142, dated February 12, that the quota for imports of fresh grapefruit from the Dollar Area for the period March 1, 1966 to September 30, 1966 will be repeated at £1,150,000 c.i.f. Licences will be valid only for the period stated.

The Dollar Area comprises:

Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, Philippines, United States of America and Venezuela.

The separate quota for imports of fresh grapefruit from Cuba during the calendar year 1966 is also being repeated at $70,000 f.o.b.

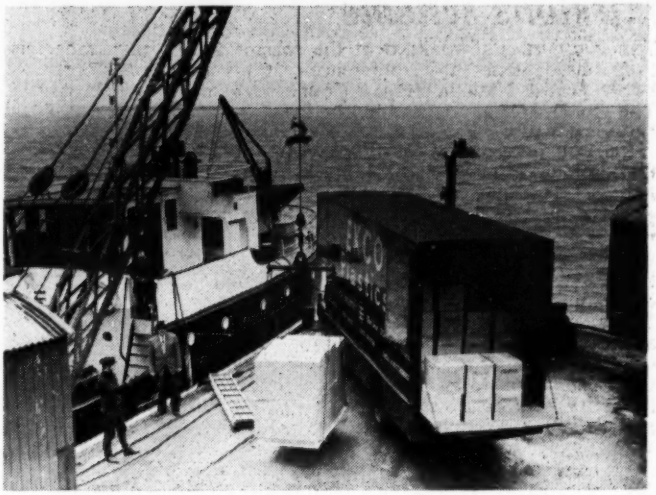
Licences under both these quotas will be issued on the basis of contracts placed with overseas suppliers and any importer who wishes to obtain a licence should apply on form ILB/A to the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, submitting documentary evidence that a firm order has been placed for delivery within the appropriate period. Importers are advised to check, before confirming an order, that sufficient of the quota is available for their requirements (telephone City 5757, Ext. 7176).

Agents and brokers to whom fruit from dollar sources other than Cuba is sent on consignment may also apply for licences to enable them to clear unsold shipments in their own name.

Official Receiver in Bankruptcy, Gloucester

THE BOARD OF TRADE announce that the address and telephone number of the Official Receiver in Bankruptcy at Gloucester is: Grosvenor House, Station Road, Gloucester. (Tel.: Gloucester 21658/9, STD Code OGL.2).

NEW SOUTHEND/ROTTERDAM FREIGHT LINE



On February 4, the 250 ton Dutch coaster 'Teunika' sailed from Southend for Rotterdam to begin a new regular freight shipping service between the two towns. The service is the result of several months' negotiations with HM Customs and Excise Authorities on the part of Ekco Plastics Ltd. and other local exporters, with the co-operation of Southend's town clerk. The 'Teunika' is being loaded here with a consignment of 'Ekcoware' food storers which made up the bulk of the shipment for the first sailing.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1, Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by March 4.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.15	Carbon disulphide	As in previous column	December 31, 1966	6820
81.04	Single or multi-strand niobium alloy wire containing zirconium, whether or not coated with copper	Super conducting wires and cables	December 31, 1966	7867
85.23	Insulated wire and cable of niobium alloy containing zirconium, whether or not coated with copper and whether or not impregnated with indium	Super conducting wires and cables	December 31, 1966	7867

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	November 22, 1965	
802,040	Glaeser, Hans	Electromagnetic vibration massage apparatus.
840,789	United States Atomic Energy Commission	Boiling water reactor
843,636	United States Atomic Energy Commission	Fast reactor
844,711	United States Atomic Energy Commission	Nuclear reactor
903,875	Bayerische Motoren Werke A.G.	Gear Units
	November 24, 1965	
876,202	Coal Industry (Patents) Ltd.	Rotary valves.
885,861	Societe Anonyme des Etablissements Sarasin & Cie	Pressure relief valves.
874,592	United States Atomic Energy Commission	Graphite compositions.
916,854	United States Atomic Energy Commission	Ion gun.
960,475	Etablissements Hutchinson (Compagnie Nationale du Caoutchouc).	Flexible container.
	November 29, 1965	
747,699	Demelenne, Anatole also known as Edgard	Opposing dust etc. in coal mines.
	November 30, 1965	
863,340	Gevaert Photo-Producten N.V.	Colour correction during photographic reproduction
	December 3, 1965	
832,861	Ethyl Corporation	Recovery of chemical reaction products.
834,502	Agfa A.G.	Photoconductive layers for electrophotography.
883,718	The De Havilland Aircraft Co. Ltd.	Impedance indication apparatus.
885,758	The De Havilland Aircraft Co. Ltd.	Assembly of electrical components upon workpieces
919,887	Ethyl Corporation	Metal organoboron compounds.
927,847	Holley Carburetor Co.	Ignition distributor
975,939	Gevaert Photo-Producten N.V.	Photographic colour images and colour correction.
997,031	Gevaert Photo-Producten N.V.	Sensitizing photographic emulsions.
	December 6, 1965	
982,469	Neufville, Jean-Marie Marcel and others	Electric motor control systems.
	December 7, 1965	
900,300	The Esterbrook Pen Co.	Fountain Pens.
906,557	Kehrer, Edmond	Buckles.
906,842	Schutz, Charles Henri	Ball bearings.
956,058	United States Steel Corporation	System for measuring the length of rolling mill product.
	December 14, 1965	
809,280	United States Atomic Energy Commission	Fuel elements for nuclear reactors.
817,386	S. A. Viralu	Joint-covering and sealing beads.
832,320	Hellinghuizer-Gerriesen, Betsy	Preparation of nitro-5 furfural-2-semi carbazone.
848,131	Selback, Anne and anr. trading as Paul Pollrick & Comp.	Centrifugal fans.
869,839	Wickman Ltd.	Workpiece clamping means.
903,227	United States Atomic Energy Commission	Nuclear reactor fuel assembly.
906,979	United States Atomic Energy Commission	Plasma heating and confining system.
909,987	Etablissements Lefebvre & Martin	Devices for securing insert guide rails.
916,535	United States Atomic Energy Commission	Neutron Shielding structure.
941,598	United States Atomic Energy Commission	Dispersion hardening of uranium metal.
975,940	Gevaert Photo-Producten N.V.	Colour photographic images.
997,635	Gevaert Photo-Producten N.V.	Process for hardening proteins
	January 7, 1966	
719,104	Philco Corporation	Signal transmission apparatus.
727,534	Stuart Davis Ltd. and anr.	Machines including crushing rollers.
735,594	Stuart Davis Ltd. and anr.	Grinding machine.
748,658	Glaxo Group Ltd.	Steroid substances.
754,145	Philco Corporation	Circuits for additively combining electrical signals.
773,150	Glaxo Group Ltd.	Steroid compounds.
777,336	Glaxo Group Ltd.	Steroid substances.
784,081	Glaxo Group Ltd.	Steroid substances.
845,610	Kent A.F.	Vehicle safety device.
856,857	Kali-Chemie A.G.	Production of boron trialkyls.
898,581	Norda Essential Oil and Chemical Co. Inc.	Ketals of methylenedioxypropiophenone.
900,267	Gracia, L.V.	Friction rollers.
903,349	Lafon, L.	Polymers useful as pharmaceutical excipients.
906,887	Wilhelm Bardfeld	Braking control for door closers.
915,611	Pierre, S.	Gripping apparatus for lifting loads.
936,364	Ethyl Corporation	Dihydropentalenyl manganese tricarbonyl processes for the preparation thereof.
951,958	de Saint-Andre, A.T.	Parking installation for motor vehicles.
981,453	Gevaert Photo-Producten, N.V.	New sensitizing dyes and sensitized photographic emulsions.
986,382	County Commercial Cars Limited	Hand brake mechanisms.
986,473	Gevaert Photo-Producten N.V.	Magnetic recording media.
986,804	Huileries Antonin Roux and Savonneries J. B. Paul, S.A.	Package intended for the protection of edible oils against oxidation.
986,809	Gevaert Photo-Producten N.V.	Packaging of light sensitive material.
988,228	Gevaert Photo-Producten N.V.	Electrothermographic image-recording processes.
988,229	Gevaert Photo-Producten N.V.	Electrothermographic image recording processes.
988,230	Gevaert Photo-Producten N.V.	Electrothermographic image-recording processes.
993,938	Gevaert Photo-Producten N.V.	Container for film rolls.
	January 14, 1966	
775,114	Societe Industrielle d'Acide Phosphorique et d'Engrais (S.I.A.P.E.)	Phosphate-containing fertilizers.
800,579	Aktiebolaget Ferroprodukter	Springloaded catch mechanisms for cupboards etc.
889,111	Aktiebolaget Ferroprodukter	Springloaded catch mechanisms for cupboards etc.
904,773	Tor-Isteg Steel Corporation S.A.H.	Reinforcement bars for concrete.
988,879	Societe d'Optique et de Mecanique de Haute Precision	Range and view finders.
990,934	Compagnie d'Ingenieurs et Techniciens d'Etudes	Flexible sluice gates.
994,362	Licencia Talamanyokat Ertekesito Vallalat	Calcium aluminate ferrite cements.
996,963	Gevaert Photo-Producten N.V.	Photographic method of preparing spirit duplicating masters.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General.

UNDER SECTION 36 of the Patents Act, 1949, the endorsement 'Licences of Right' on the undermentioned Patents was cancelled on November 22, 1965.

NUMBER	GRANTEES	SUBJECT-MATTER
879,352	International Harvester Company	Drive mechanism for reciprocatory cutters of mower etc.
890,245	International Harvester Company	Hay conditioning machines.

GORDON GRANT,
Comptroller-General.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Members of the Birmingham Chamber of Commerce left London on January 26 for a six-week export mission to Australia and New Zealand. Leader of the group is Mr. H. Baskerville (second from top on ramp) who is export sales manager for Imperial Metal Industries (Kynoch) Ltd. Mr. J. K. Warburton (second from left, front row) senior assistant secretary of the Birmingham Chamber accompanied the mission, which is receiving financial assistance from the British National Export Council.

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New Books

Principles and Practice of Commerce, by James Stephenson. Sixth edition by J. L. D. Ciano. (616 pages. Pitman, 30s.) This volume is intended as a scientific study of commerce in the light of certain basic principles, illustrated by reference to modern developments. It is particularly aimed at students preparing for all stages of the examinations on commercial subjects of such bodies as the Royal Society of Arts, the London Chamber of Commerce and the Union of Lancashire and Cheshire Institutes. Each section of the book has a set of test questions, and four sections have lists of abbreviations. The abbreviation lists could well have been amalgamated for a check showed a certain amount of duplication and occasional inconsistency. There is a need for a new edition of this work for the fifth edition was published seven years ago and several pieces of legislation of concern to commerce have been enacted in the meantime, for instance the Resale Prices Act 1964, the Trading Stamps Act 1964, and the Hire-Purchase Act 1964. Mr. Ciano, of the City of London College, has incorporated notes on relevant new legislation, and in addition, has brought the volume up to date on such topics as supermarkets, and the creation of the International Development Association in 1960. The editor has re-arranged the book omitting some material, and introducing new chapters on topics such as the finance of industry and trade, commodity markets, and air transport. The publishers have reset the book in Times New Roman and the text is actually longer than in the fifth edition, despite there being fewer pages.

Selling to Industry, by J. E. Lonsdale. (233 pages. Business Publications Limited, Mercury House, 103-119 Waterloo Road, London S.E.1. 45s.) Apart from the *Marketing of Industrial Products* (noted in the *Board of Trade Journal* of December 24, 1965, page 1505) books on salesmanship have in the past been mainly concerned with the sale of consumer goods. The author sets out to redress the balance in this volume and describes the function, techniques and organization of industrial selling at home and abroad. The methods advocated are applicable to industrial goods of every variety. The author draws on a wealth of experience to illustrate all aspects of industrial selling including policy, market research, customer relations, pricing strategy, advertising and sales promotion.

The Economy of Communist China, by Yuan-Li Wu. (233 pages. Pall Mall Press, 42s.) This volume is intended as an introductory text, suitable for readers without a deep knowledge of economics or of Chinese affairs. The subject matter is presented as a special case study of planned economies; the setting is Chinese, the principles and problems are general. The author, who is Professor of International Business at the University of San Francisco, begins by examining Communist China's national goals, and their relation to the scope of the economic plan. The apparatus of economic decision-making is described, with the aid of diagrams showing the development and relationships of the departments, agencies and organs involved. The part played by resource allocation and income distribution in the economic plan is examined. An evaluation is made of the performance of the Chinese economy in the period 1949 to 1964, both overall and in the industrial and agricultural sectors, and cyclical fluctuations and growth rates in the economy as a whole are also discussed. The book concludes with an examination of China's role in the world economy, and an evaluation of the Chinese economy from several points of view. Diagrams showing government structure and the organization of the State Council are reproduced as appendices.

The Crawling Peg, by John H. Williamson. (21 pages. Single copies free from International Finance Section, Department of Economics, Princeton University, Princeton, New Jersey, USA.) The concept of the crawling peg, although not the term, will be familiar to readers of J. E. Meade's article, 'The International Monetary Mechanism', in the *Three Banks Review*, No. 63, September 1964 (pages 3-25). Meade considered it as one of the methods of adjustment of international balances of payments, in a version involving exchange-rate variations not exceeding ⅛ per cent in any one month. Williamson in this paper, published as No. 50 in Princeton University's International Finance Section's *Essays in International Finance,* produces a slightly different version, presuming an agreement amongst countries with convertible currencies that they will carry out any change in par value needed to correct a 'fundamental disequilibrium' at a maximum rate of — of one per cent per week. The essential corollary of this proposal is that countries should maintain interest rates at levels adequate to prevent such changes in exchange rates from giving rise to capital flows. The operation of the proposal is outlined, and an analysis provided of the impact it would have on the three major problems concerning the present international monetary system – confidence in convertible currencies, adjustment of balance of payments, and international liquidity. The equity aspects of the proposal, and the problems it would raise for the internal management of an economy, are also discussed. The author concludes that the advantage of the crawling peg is that it would eliminate the problem of speculative flows emerging whenever an exchange rate appeared to be getting slightly out of line.

Library Resources in South West England and the Channel Islands, edited by V. A. Woodman and J. E. Spink. (86 pages. Library Association, 7 Ridgmount Street, Store Street, London W.C.1. 14s.) The Reference, Special and Information Section of the Library Association is sponsoring through its regional groups a series of guides to library resources which will, it is hoped, eventually cover the whole country. The present guide is the second to be published in the series, the first being *Library Resources in the West Midlands.* The pattern of entry and information content follow that established in the West Midlands guide and the series as a whole will benefit from this uniform treatment. All types of library are represented in the guide, public, academic and special. The main sequence of the guide is alphabetical by the name of the organization, and useful information is given on contacts, hours, availability, subjects covered and so on. This is supplemented by topographical and subject indexes which make the information in the guide fully accessible. The guides are well set out and should prove invaluable for directing inquirers to sources not only of written information but also subject specialists. It is often not sufficiently appreciated that special libraries can act as catalysts between experts and inquirers especially when the information required has not been committed to the written word.

The British Eating Out. A Report from Britain's National Catering Inquiry, sponsored by Smethurst Foods Ltd. (34 pages. Smethurst Foods Ltd., Station Avenue, Walton-on-Thames, Surrey, 5s.) The formation of the National Catering Inquiry was a result of the 'Catering Management in the Technological Age' conference held at Battersea College of Technology in February 1965. The object of the inquiry was to seek out the kind of information needed for planning future developments and strategies in the food and food equipment suppliers' trades and in the catering industry itself. Questionnaires were sent to customers and caterers, and particular points arising from the information gathered were discussed by representatives of the catering industry and customers at a series of regional meetings. Their findings are summarized in this booklet under the headings – what do we know about the caterer? who is the customer? where shall we eat? what shall we eat? what shall we drink? who serves the food? how are kitchens equipped? how is the food prepared? and finally, eating out at work. It is planned to keep the inquiry in continuous session. A supplement to the present report is planned for publication later this year; it will deal briefly with what people choose for lunch and dinner within a given price range.

The Diplomatic Service List, 1966. (350 pages. 30s., by post 31s. 3d., from HMSO and Government bookshops.) The first edition of a new official directory follows upon the formation of Her Majesty's Diplomatic Service on January 1, 1965 by the merger of the Foreign Service, the Commonwealth Service and the Trade Commission Service of the Board of Trade. The new service staff's diplomatic and consular posts overseas, in Commonwealth and foreign countries, as well as the Foreign Office and the Commonwealth Relations Office in London, which continue as separate departments of State. *The Diplomatic Service List,* which will be published annually, contains brief particulars of the home departments; lists of all British missions abroad, with their addresses and personnel; and lists of staff with brief biographical notes. It contains most of the information that formerly appeared in *The Foreign Office List* which, though compiled from official records by members of the staff of the Foreign Office, was not in fact published officially; and incorporates the biographical notes on the staff of the Commonwealth Relations Office which were published in *The Commonwealth Relations Office List.* The 1966 edition of the latter work, now titled **The Commonwealth Relations Office Year Book** (658 pages. 60s., by post 63s. from HMSO and Government bookshops) has also just been published. It remains a general reference manual of information on Commonwealth affairs and the individual countries of the Commonwealth.

Other publications

CANADA. *Economic survey by the OECD.* 36 pages. 5s., by post 5s. 6d., from HMSO and Government bookshops.

CITY OF BIRMINGHAM ABSTRACT OF STATISTICS NUMBER 9, 1964. Edited by Alan B. Neale, Corporation Statistician. 183 pages. City of Birmingham Central Statistical Office, Scottish Life House, 154-5 Great Charles Street, Birmingham 3. 10s. 6d.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, FEBRUARY 8

Sea transport of liquids

Mr. Richard Marsh, Parliamentary Secretary, Ministry of Technology, was asked what progress had been made in developing flexible types of sea-going vessels and capsulation methods of transporting liquids in bulk. In reply he said that an articulated ship had been devised by a firm of naval architects. The National Research Development Corporation recently announced its willingness to consider sharing the cost of development of this ship as a joint venture if a suitable industrial partner could be found. NRDC had for some years been supporting the development of dracones, flexible containers that could be towed on water and used for the bulk transportation of liquids. Dracones were already in production and were operating successfully in several parts of the world.

WEDNESDAY, FEBRUARY 9

Firms in liquidation in 1965

Mr. Douglas Jay, President of the Board of Trade, was asked how many firms went into voluntary or compulsory liquidation in 1965; how many employees were involved; what was the total owing to creditors; and how these figures compared with the previous year. In reply Mr. George Darling, Minister of State, Board of Trade, said that 381 voluntary and 29 compulsory liquidations of companies registered in Scotland were begun in 1965. The comparable figures for 1964 were 300 and 14 respectively. Figures for the amounts owed to creditors and the number of employees involved were not available.

Timber imports

Asked what was the total cost of timber imports in 1965; what increase there was in processed or semi-processed imports; and what evidence he had that despite the 10 per cent surcharge certain manufactured products, like flooring, were coming at below raw material cost, Mr. Roy Mason, Minister of State, Board of Trade, said: 'The total cost of timber imports, including the simpler processed products such as planed flooring, plywood and chipboard, was approximately £272 million in 1965; the value of imports of processed and semi-processed products included in this total was £55,287,000, which shows an increase of £280,000, or 0.5 per cent, on the figure for 1964. I have no evidence that manufactured products are being imported at prices lower than their raw material cost?'

Anglo-Spanish tourist trade

In reply to a question in the House of Lords about two-way tourist traffic with Spain, Lord Rhodes, Parliamentary Secretary, Board of Trade, said that Spain was the main destination of some 700,000 visits by British tourists in 1964 and some 750,000 in 1965; their expenditure increased from about £38 million to about £40 million. Visits in the reverse direction increased from about 30,000 to about 33,000, but the visitors' expenditure fell from £2 million to £1¼ million.

THURSDAY, FEBRUARY 10

New Companies Bill

The President was asked what proposals he now had for amending the Companies Act 1948 to prevent exempt private companies from raising money by selling franchises for non-existent vending machines, in the light of the latest evidence submitted to him, and whether he would make a statement. In reply Mr. Darling referred the questioner to the Companies Bill introduced on February 2 which, among other things, would abolish the status of exempt private company.

Future of UK shirt trade

The President in a statement about the future of the United Kingdom shirt trade, said that the United Kingdom shirt trade would benefit from the proposals he had made for regulating the import of cotton textiles, including shirts, from disruptive sources.

Industries on Merseyside

Asked how many new industries were introduced into the Merseyside Development District in 1965; what further proposals his department had in this field; and what effect the new financial proposals would have, the President said that the industrial development certificates to which he referred in an answer on January 27 covered a wide range of industries. The new proposals announced in the White Paper on Investment Incentives would, he hoped, attract more firms to Merseyside.

Export rebates in EFTA countries

Mr. Mason in reply to a questioner who asked if he would now detail the specific export rebates at present applied by other Free Trade Area countries which were to be treated in the same way as United Kingdom export rebates, namely that they would only be available as an alternative to preferential European Free Trade Association tariff treatment, said that no other EFTA country applied specific export rebates of taxes of the kind rebated under the United Kingdom scheme.

Industrial investment in Scotland

In reply to a question as to what estimate he had made of the value of the new system of investment allowances to industry in Scotland, the President said that no precise estimate could be made, since the value depended on the level of investment in industry in Scotland. On the basis of the current level of investment, the total value of the investment grants which his department would be giving to industry in Scotland was likely to be of the order of £25 million to £30 million in a full year. In addition substantial assistance was likely to be given in the form of building grants, loans and Board of Trade factories.

In reply to a further questioner, who asked: in view of Government action in turning the whole of Scotland into a development area, what special criteria he would now use to persuade new industry to the North-east and other outlying districts of the country, in preference to the central belt, the President said that when steering firms to development areas, the Board of Trade would take account of the needs of particular places, and the facilities offered by them, including the availability of labour.

(*Continued on next page*)

SCIENCE ABROAD

The United Kingdom Scientific Missions overseas have prepared the following reports. Copies of the reports are available free from the Department of Education and Science, International Scientific Relations Division, Africa House (3rd Floor), Kingsway, London W.C.2. (Tel. Holborn 3422).

Facilities for Scientific Research and Research Training in the Federal Republic of Germany, by R. Ashton. 12 pages. *Germany 106.* An outline is provided of facilities available to the foreign student or research worker, together with addresses of organizations to whom he may apply for further information. A description of the main types of research institution and their activities is given, and also addresses of universities and other research organizations.

Some Developments in Electric Heating, by H. K. Bourne. 8 pages. *UKSM Report No. 66/1.* The construction of tungsten resistance furnaces for operating at 3000°C, is described. The characteristics of various types of electric resistance heating elements are discussed. The latest developments in infra-red heating are also described, together with the use of computers and programme control of large electric furnaces for steelmaking.

Developments in Energy Conversion Devices, by H. K. Bourne. 11 pages. *UKSM Report No. 66/2.* This report reviews the present state of the art in energy conversion devices including photo-voltaic cells, fuel cells, thermionic convertors and thermo-electric generators. It also describes work on power convertors for changing the low voltage DC output of these devices to a voltage which can be used effectively in practical applications.

The EHV Transmission Conference, by H. K. Bourne. 10 pages. *UKSM Report No. 66/3.* This report summarizes papers presented at the EHV Transmission Conference, the first conference specializing in this subject. Interest in EHV transmission has increased greatly in the United States in recent years, due to the expansion of long distance inter-ties and the need to transmit more power over existing lines. This report covers many aspects of EHV transmission systems and discusses present problems and those likely to arise in the future.

Isotope Techniques in the Hydrological Cycle, by H. K. Bourne. 13 pages. *UKSM Report No. 66/4.* Radioactive isotopes have many applications in the hydrological cycle and are being used widely for tracing the movement of ground water. Due to lack of understanding and fears as to their safety, their application for tracing water in reservoirs and lakes has extended less rapidly than had been expected. Remote operated instruments now enable continuous measurement to be made of conditions in snow packs in the mountains, and of sediment in streams. These new instruments will enable advance forecasts to be made of conditions causing flash floods. There are also applications in the atmospheric sciences but further improvement of instrumentation is needed in this field.

PARLIAMENTARY QUESTIONS, *continued*

Adverse balance of trade

Asked with which nations Great Britain had a net adverse balance of trade in 1965, Mr. Mason said: 'Information is not available for the close estimation of the balance of trade with individual countries and, therefore, for the preparation of a list of this kind. Table IV of the Overseas Trade Accounts gives an indication of the relative balances with different countries. The crude trade balance derived from the accounts is not, however, a good measure of the balance of payments for trade, because imports are valued to include insurance and freight charges, and because imports and exports are shown against the country from or to which the goods are consigned, which may differ from the country to or from which payment is made, or liabilities arise.'

Anglo-Dutch balance of trade

In reply to a question as to the United Kingdom balance of trade with Holland in 1965; and what steps are being taken to improve trade with that nation, the President said that in 1965 the c.i.f. value of our imports from the Netherlands exceeded the f.o.b. value of our exports and re-exports to that market by £68 million. In 1966, apart from the active follow-up of last year's successful British Week in Amsterdam, there would be participation on a considerable scale in Dutch Trade Fairs; a number of trade missions were also being planned.

Investment allowances to industry

The President was asked what was the estimated value of the new system of investment allowances to British industry in 1967-68; and what would have been the value of the previous system of investment allowances in that year had corporation tax not been introduced. In reply he said that although no precise estimate was possible he expected Board of Trade expenditure on investment grants in 1967-68 to be of the order of £200 million. This would relate to eligible investment in the first nine months of 1966. The cost to the Exchequer of giving investment allowances in respect of the same period at a rate of 8s. 3d. in the pound income tax and 15 per cent profits tax would have been about £240 million.

Future of cotton industry

In a statement concerning the future of the British cotton industry, the President said that the industry was rapidly becoming more capital intensive, with larger vertically organized units. He hoped that these changes would help to create a stronger industry, using a variety of fibres, with high productivity, good wages and low costs. To prevent excessive imports from impeding this reorganization, he was at present negotiating with overseas countries to place a total limit on disruptive imports.

Location of Patent Office

Mr. Darling replying to a number of questions concerning the future location of the Patent Office, said it was intended to make arrangements to move the Patent Office to a suitable site in Croydon. The library would however remain in central London, and the printing and sales branch at St. Mary Cray. Six organizations had made representations to the President against moving the Patent Office from central London.

Price of copper

Asked what was the current price of copper in the free market; what was the average price in 1965; and if he would make an estimate of the effect this increase would have on industrial costs in 1966, Mr. Darling said that the settlement price for cash copper wirebars today on the London Metal Exchange was £687 a ton. The average daily price in 1965 was £470 a ton. The amount of copper bought on the basis of LME prices which was consumed in the United Kingdom varied from one period to another. The price also fluctuated. No useful estimate could therefore be made of the effect of current prices on industrial costs in 1966.

Sanctions against Rhodesia

The President was asked what representations he had received from Lloyd's, other insurance firms, banks or major export firms about the damage sanctions against Rhodesia were causing to British trade; and what replies he had sent. In reply he said that the Chancellor of the Exchequer, had met the chairman of Lloyd's and the British Insurance Association to discuss representations made by the insurance industry. Apart from these, the Government had received representations from a few major export firms about damage to their trade resulting from sanctions.

In reply to a further question as to what had been the value of exports to, and imports from, Rhodesia from the date of imposition of sanctions to the present date; and what were the comparable figures last year, he said that figures were available only for December 1965 when imports from Rhodesia were £2.8 million and exports were £1.8 million. Comparison with December 1964 was impossible because the figures for 1964 distinguished only total trade with the former Federation of Rhodesia and Nyasaland.

Freeing trade in chemicals

Asked whether, as a method of further co-operation between the European Economic Community and the European Free Trade Association, he would make proposals for freeing trade in chemicals, the President said they were seeking in the Kennedy Round to negotiate tariff reductions over a great part of international trade, including a wide range of chemicals. We and our EFTA partners believed this was the best way of achieving progress towards the object the hon. Member had in mind.

Advice on exports

The President was asked how many Government offices in Yorkshire existed where representatives of large and small firms could obtain advice in connection with the export drive. In reply Mr. Mason said that the Board of Trade Regional Office at Leeds was responsible for this service in the East and West Ridings. The North Riding was served by the Regional Office at Newcastle-upon-Tyne. In addition, the Export Credits Guarantee Department had a Regional Office in Bradford and area offices in Leeds and Sheffield.

UK ships built abroad

In reply to a question as to what percentage of new merchant shipping registered in the United Kingdom in 1964 and 1965, respectively, was built abroad; and in which countries these ships were built, Mr. Mason said that of the total gross tonnage of new merchant ships of 500 gross tons and over registered in the United Kingdom in 1964 and 1965, 35 per cent and 16 per cent respectively were built abroad. The table below sets out the tonnages built in each country overseas.

Thousand gross tons

Year Country of build	1964	1965
France	2	—
Germany, West	53	4
Japan	159	75
Netherlands	27	5
Spain	1	—
Sweden	126	113
Total	368	197

In reply to a further question as to what percentage of new merchant shipping registered in the United Kingdom in 1964 and 1965, respectively, was built in the United Kingdom, he said that of the total gross tonnage of new merchant ships of 500 gross tons and over registered in the United Kingdom in 1964 and 1965, 65 per cent and 84 per cent respectively were built in the United Kingdom.

Subsidies for ships built by EEC countries

The President was asked what representations he had made to the Common Market Commission regarding the proposed granting of direct subsidies of 10 to 15 per cent on ships built by Common Market countries; and what developments had taken place regarding the proposed subsidies. In reply Mr. Mason said that no representations had been made to the European Economic Commission, but we had taken every opportunity to make known our concern in the course of discussion in the Organization for Economic Co-operation and Development, where all the major shipbuilding nations were represented. As to the second part of the question, he understood that the Commission's proposal had yet to be discussed by the Council of Ministers.

Monopolies Commission report on petrol

The President's reply to a question on what action he proposed to take following the report of the Monopolies Commission on the supply of petrol in the United Kingdom, is reported on page 370 of this issue. In reply to a questioner who asked if he would make a statement about his consideration of the acquisition by Esso of the filling station interests of Agip, the President said: 'Yes. I have examined this acquisition under the provisions of the Monopolies and Mergers Act 1965 and in the light of the Monopolies Commission's report on the supply of petrol. Since, in accepting the Commission's recommendations, I have decided that there should be no interference with existing contracts for the purchase of filling stations or sites, I do not intend to refer this merger to the Monopolies Commission.'

MONDAY, FEBRUARY 14

Arrangements for leased assets

Asked whether the further arrangements for dealing with leased assets in relation to investment incentives would cover the case of contractors' plant hire, Mr. George Darling, Minister of State, Board of Trade, said that investment grants would not be paid for plant or machinery used in construction work. The arrangements for leased assets which he hoped to announce shortly would relate to plant or machinery used in manufacturing or extractive processes.

Economic sanctions on Rhodesia

Asked from what countries the United Kingdom was obtaining copper, tobacco, gold and asbestos as a result of orders being diverted from Rhodesia as a result of sanctions. Mr. Douglas Jay, President of the Board of Trade said that the tobacco industry would not have to purchase from alternative sources for some time. The main alternative source of asbestos was Canada. Purchases of copper and gold from Rhodesia were marginal to British supplies.

TUESDAY, FEBRUARY 15

Debate on Industrial Incentives and IRC

A debate on the recent White Papers on Industrial Incentives and the Industrial Reorganization Corporation took place in the House of Commons on February 15.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
March 1 .	**Machine tools, M.T. spares and miscellaneous stores.**	**Ordnance Storage and Disposal Depot, Branston, Nr. Burton-on-Trent.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).**

Machine Tools. Centre, capstan and turret lathes; bench and pillar drills; horizontal and vertical millers; power hacksaws; cold saws and bandsaws; 125-ton heading presses; thread milling machines; a large quantity of special purpose machines suitable for boring, surfacing and facing.

M.T. Spares. Large quantity of Austin 'Champ' spares; 400 Austin 6-cylinder petrol engines; spares for Austin, Bedford, Leyland, Morris, Scammell, Standard, etc., tyres; tubes; wheels; canvas sheets; tilt covers and side curtains; dynamos; starter motors; injectors; jacks; miscellaneous sparking plugs, carburettor spares and armatures; phosphor bronze bushings; miscellaneous side, head and tail lights.

Miscellaneous Stores. Time recorders; miscellaneous medical equipment; extractor vents; water containers; Dawson water units; electric cable, 3-ton electric hoist and gantry; outboard motors; air compressors; avometers; hand tools; degreasing tanks; King 3-ton overhead crane; 3 water cooling towers; generator spares; large quantities of taper roller, journal and ball bearings; gravity rollers.

Mar. 10-11.	**Vehicles, machine tools and miscellaneous stores, including:**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon, Wallace, Ltd. (Depot L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**

Austin 'Champs'; private cars; ambulances; mobile cranes; 'Matador' crane; M.T. spares; leather jerkins; battledress trousers and blouses; greatcoats; ankle boots; tarpaulins, etc.

March 16 .	**Miscellaneous stores and equipment, including:**	**No. 7 Maintenance Unit, R.A.F., Quedgeley, Glos.**	**Bruton Knowles & Co. (Dept. L), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).**

Marine engines; generators and generating sets; miscellaneous vehicles, marine, electrical and aircraft spares; underwater salvage equipment; petrol engines (various), measuring instruments and gauges; tyres; furniture and clothing.

March 17 .	**Machine tools, plant and equipment, clothing, textiles and miscellaneous stores.**	**Ordnance Storage & Disposal Depot, Rotherwas, Nr. Hereford.**	**Russel, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 4366).**

Catalogues for the above sales may be obtained from the relevant auctioneers, 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
March 1 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

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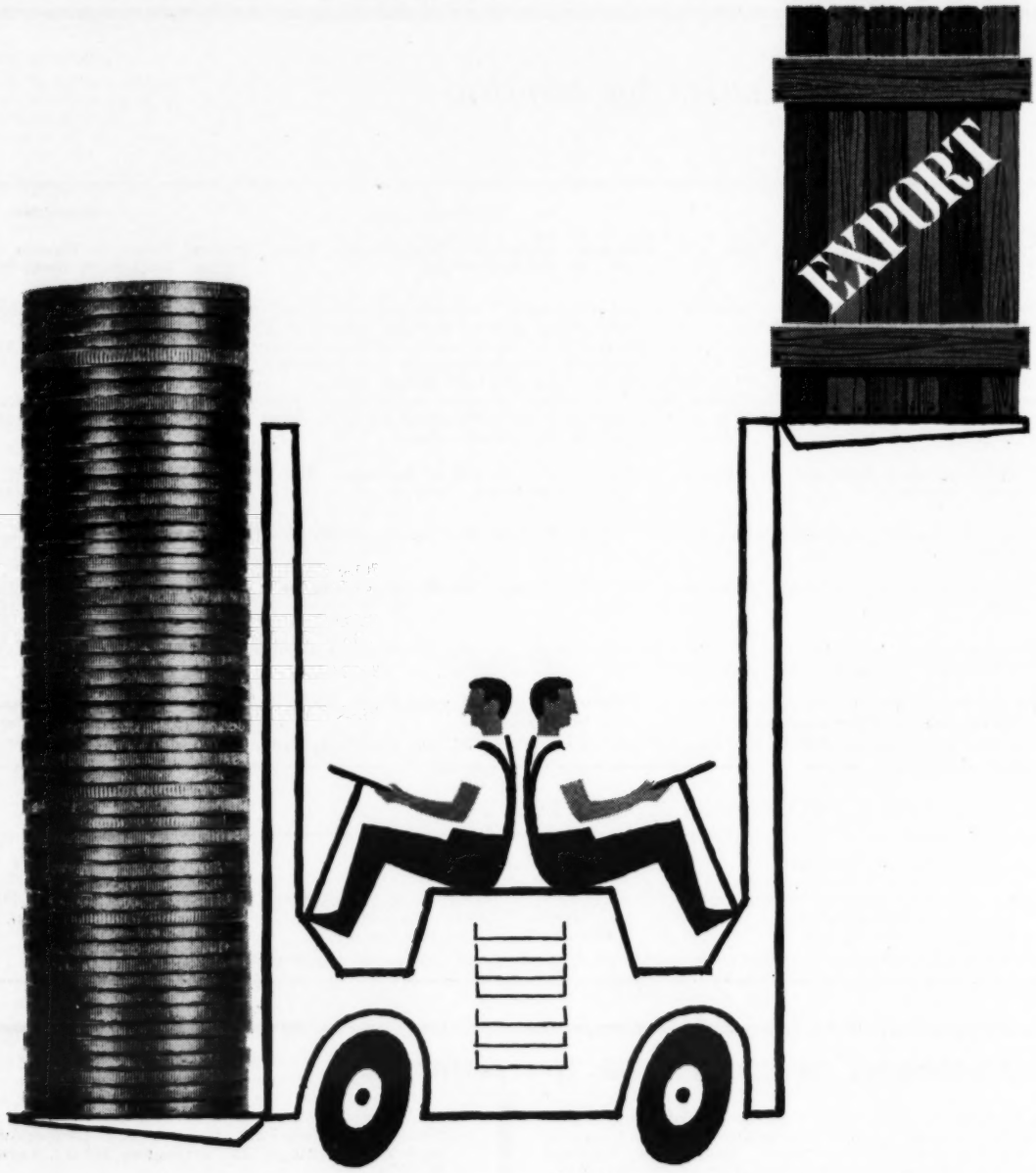

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	118	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	125	128	144	139	123	106	153	121	163	184	152	+510	+332	+72	+47
1965						108									
1964															
1st quarter	123	127	141	136	123	105	146	116	156	178	146	+ 95	+ 79	+10	+ 3
2nd quarter	124	128	143	137	122	105	151	121	155	184	153	+172	+126	+13	+12
3rd quarter	125	128	146	140	123	106	156	121	171	187	153	+136	+ 77	+19	+17
4th quarter	126	130	147	142	125	107	158	128	170	186	155	+107	+ 50	+30	+15
1965															
1st quarter	128	132	151	146	127	108	159	138	161	189	162	+ 57	+ 49	—10	+11
2nd quarter	126	131	151	145	123	107	158	127	165	182	162	+ 95	+ 83	— 5	+ 6
3rd quarter	127	131	153	147	124	108	158	131	152	189	164	+127	+ 71	+21	+19
4th quarter						109									
1965															
June	..	130	..	..	..	107	..	..	..	..	..	..	..	..	..
July	..	131	..	..	..	}	..	..	..	..	..	..	..	..	..
August	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
September	..	131	..	..	..	}	..	..	..	..	..	..	..	..	..
October	..	131*	..	..	..	108	..	..	..	..	..	..	..	..	..
November		131*				110									
December						109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices								series shown in thousands					
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956					1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	336	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	.	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—412
1965		121*	131·8	+4·9	110·6*	129·4*	157·9	309	265	+44	..	150	145	
1964														
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	386	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	368	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 13
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 79
3rd quarter	164*	117*	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 64
4th quarter		121*	133·5	+4·6	111·2*	130·2*	161·8	305	255	—29	—34	153	151	
1965														
June	166	127	132·4	+4·9	110·7	129·3	157·2	309	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5	129·6	159·5	318	296	— 6	+ 3	152	154	..
August	167*	122*	132·7	+4·7	110·2	130·0	159·9	324	282	—14	— 9	157	144	..
September	164*	117*	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	166*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	167*	124*	133·5	+4·5	111·2*	130·3*	162·0	301	253	—12	—16	156	153	
December		121*	134·1	+4·5	111·9*	130·4*	162·5	304	246	— 7	—11	153	155	
1966														
January					112·6	130·7*		285	245	— 1	— 1	157*	146*	

† Not seasonally adjusted. * Provisional.

United Kingdom trade in January

Summary

The run of figures over the last few months suggests that expansion in exports has continued. Imports in the latest months have risen moderately from the average level reached last summer and autumn. The average trade deficit in the three months to January, at £18 million a month, showed a moderate reduction on the average rate last year, and was well under half the rate in 1964.

Trade Balance

The trade deficit in January was £39 million, seasonally adjusted. The average for the last three months was £18 million a month, compared with £22 million a month during 1965 and £45 million a month in 1964.

Exports

Exports in January were £395 million, seasonally adjusted. The monthly figures are erratic and this low total for January follows the high figures for November and December. The monthly rate in the three months November-January, at £410 million, was nearly 5 per cent higher than the average for the three preceding, and rather low, months August-October, and over 7 per cent higher than the rate in the first half of last year.

In the three months November-January the main expansion in exports continued to be to the North American market, with an increase of 15 per cent over the preceding period. Exports to both the United States and Canada showed increases. In addition, exports to Western Europe showed signs of renewed growth in recent months. Exports to EEC countries were nearly 9 per cent higher; part of this arose from erratically low figures in the preceding three months, but the underlying trend now seems to be moving upward again, with a recovery in exports to Italy and France, though there has been a check in growth to Germany. Exports to EFTA countries were 3 per cent higher and to the rest of Western Europe 5 per cent up. There was a small increase, of 1 per cent, in exports to the overseas sterling area, with higher shipments to South Africa and falls to other markets.

Machinery exports have shown some further advance in recent months, following their sharp growth in the third quarter of last year. Exports of metals have fallen back from the high level reached in the third quarter. Although very variable from month to month, exports of transport equipment on average were at a high rate in the period November-January; this was mainly because of ships and aircraft, but exports of road motor vehicles were also rather higher than in the preceding period. The figures for 'other manufactured goods' over the past few months have been affected by erratic variation in exports of precious stones, where low figures in the period August-October have been followed by high figures.

Imports

Imports in January were £501 million, seasonally adjusted. In the three months November-January, they averaged £497 million a month, 2 per cent more than in August-October and 2½ per cent higher than in the second quarter last year.

Part of the rise in imports in recent months is attributable to a resumed increase in finished manufactures, which previously had been little changed for some months. The rise was mainly in machinery but there were also smaller increases in some consumer goods. Imports of semi-manufactures (other than chemicals) increased further, partly reflecting higher prices of imported copper. Fuel imports were substantially higher and there was also some increase in imports of tobacco. Against this, imports of food, which had risen strongly in the summer and autumn, have fallen back and imports of chemicals, which had increased sharply in the middle of last year, have declined. In addition, there has been a significant fall in imports of basic materials in recent months, partly due to reduced arrivals of timber.

The area pattern of imports largely reflects the resumed growth in manufactured goods. Imports from North America were higher, with Canada and the United States both contributing, and imports from Western Europe also increased, mainly reflecting increased arrivals from EFTA countries. There were smaller increases from Latin America and the overseas sterling area, whilst imports from the Soviet Union and Eastern Europe and from the rest of the world were a little lower.

Trade Balance

(a) The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

(b) A fuller version of this article with charts and some further tables will appear in next week's issue of the *Board of Trade Journal*.

TABLE 1 (A)
Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—22*
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—41
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—13*
1965 August	391	501	15	—48
September	388	476	14	—25
October	394	484	15	—22*
November	413	498	14	—18*
December	421	490	17	+ 2*
1966 January*	395	501	16	—39*
1965 August-October	391	487	15	—32*
November 1965-January 1966*	410	497	16	—18*

* Provisional estimates

TABLE 1 (B)
Recorded Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 January*	376·8	519·0	14·8

* Provisional estimates

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. post free.

WHOLESALE PRICE INDEX NUMBERS

Further increase in prices of materials

PRICES OF MATERIALS and fuel used in manufacturing industry rose further, by nearly 1 per cent, in January. The index, which had eased back a little in the middle of last year, began to move up again in the fourth quarter and is now about 2 per cent more than a year earlier. The recent increase has been in both the food and non-food sectors; the 1 per cent rise in the latter index in January was, however, due almost entirely to higher prices for copper.

Output prices continued to increase in January, although the rate of increase in recent months has been moderate and a good

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964	1965				1965								1966
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	108·2	107·7	107·6	106·9	107·9*	107·7	107·2	106·8	106·6	107·1	107·4	107·7*	108·6*	109·6*
	Basic materials	104·3	103·3	103·2	102·3	103·4*	103·4	102·8	102·3	102·1	102·6	103·0	103·2*	104·1*	105·2*
	Fuel	138·4	141·2	141·1	141·8	143·2*	140·8	141·6	141·7	141·8	141·9	142·9	143·3*	143·4*	143·5*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	109·9	109·7	110·9	110·5	111·4*	109·2	110·7	110·5	110·2	110·6	111·1	111·2*	111·9*	112·6*
	Basic materials other than fuel	104·9	104·2	105·7	105·0	105·8*	103·7	105·5	105·1	104·7	105·2	105·6	105·8*	106·0*	107·1*
211 to 229	Materials and fuel used in the food manufacturing industries.	105·4	104·8	102·2	100·3	101·9*	105·7	101·5	100·3	99·5	101·0	101·0	101·6*	103·0*	104·3*
263 to 277	Materials and fuel used in the chemicals and allied industries.†	113·2	116·1	118·1	117·1	116·8*	114·7	118·2	118·1	117·0	116·3	116·7	116·9*	117·0*	117·3*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	137·7	138·6	140·4	140·6	142·5*	138·1	140·7	140·4	140·6	140·9	141·5	142·6*	143·3*	144·8*
361	Materials and fuel used in the electrical machinery industry.	127·8	128·9	130·8	131·2	133·9*	128·7	131·3	131·1	131·2	131·4	132·4	134·0*	135·2*	137·0*
Order X	Materials and fuel used in the textile industries	95·6	93·6	93·8	94·3	96·3*	93·8	93·6	94·2	94·1	94·6	95·7	96·4*	96·6*	96·2*
Order XIV	Materials and fuel used in the timber industries	117·4	119·4	119·8	120·3	120·5*	119·2	119·9	120·3	120·4	120·3	120·4	120·6*	120·7*	120·7*
Order XV	Materials and fuel used in the paper industries	111·4	114·9	115·0	115·2	113·3*	114·6	115·0	115·4	115·1	115·1	114·2	112·9*	112·7*	112·8*
Order XVII	Construction materials	127·6	128·8	130·3	130·9	131·4*	128·4	130·3	130·8	130·9	131·0	131·2	131·4*	131·6*	131·5*
Part of Order XVII	House building materials	128·2	129·8	131·5	132·2	132·6*	129·4	131·7	132·1	132·2	132·2	132·4	132·6*	132·8*	132·7*

*Provisional figure. † Revised figures for 1965: Feb. =116·2; Mar. =117·5; Apr. =118·0; May =118·1.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964	1965				1965								1966
		4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Orders III to XVI	All manufactured products: Total sales	124·9	126·5	128·4	129·1	129·5*	126·1	128·6	128·8	129·1	129·3	129·4	129·6*	129·7*	130·0*
	Home market sales	125·8	127·5	129·8	130·4	130·7*	127·1	130·0	130·2	130·4	130·5	130·6	130·7*	130·9*	131·2*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	125·1	126·9	127·7	128·6	129·1*	126·5	127·9	128·2	128·6	128·9	128·9	129·1*	129·2*	129·4*
	Home market sales	126·3	128·3	129·2	129·9	130·3*	127·9	129·3	129·6	130·0	130·1	130·2	130·3*	130·4*	130·7*
211 to 229	Products of the food manufacturing industries: Home market sales	119·5	120·8	120·3	120·1	120·6*	120·6	120·2	120·2	119·9	120·2	120·4	120·5	121·0*	121·7*
263 to 277	Chemicals and allied industries: Total sales	106·5	107·9	108·3	108·1	107·9*	108·0	108·2	108·1	108·1	108·0	107·9	108·0*	108·1*	108·1*
	Home market sales	108·1	109·4	109·7	109·3	109·2*	109·6	109·7	109·4	109·3	109·1	109·1	109·2*	109·3*	109·3*
311 and 312	Iron and steel industries: Total sales	129·8	130·2	131·7	132·2	132·2*	130·0	131·8	132·1	132·3	132·3	132·1	132·0	132·0*	132·0*
	†Home market sales	134·6	135·3	136·7	137·2	137·1*	135·1	136·9	137·2	137·2	137·1	137·1	137·1	137·1*	137·1*
Order X	Textile industries other than clothing: Total sales	111·3	111·4	111·7	111·3	112·2*	111·6	111·5	111·3	110·9	111·9	112·1	112·2*	112·2*	112·2*
	Home market sales	109·0	109·4	109·8	110·2	111·0*	109·5	109·5	109·8	110·2	110·5	110·9	111·0*	111·1*	111·1*
Order XII	Clothing and footwear: Home market sales	113·1	114·1	115·1	115·7	116·3*	113·8	115·3	115·6	115·7	115·9	116·1	116·3*	116·6*	117·5*
Order XIV	Timber industries: Home market sales	119·0	121·1	121·7	122·9	123·3*	120·8	122·0	122·4	123·0	123·2	123·3	123·3*	123·4*	123·8*
481 to 483	Paper industries: Home market sales	115·4	118·3	118·7	118·6	119·0*	117·8	118·7	118·6	118·6	118·6	118·6	119·1*	119·3*	120·1*
Order XVI	New construction‡	131	132	133	134	135*		133			134			135*	

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter.

deal less than in the first half of last year. The index for the food sector, which had shown only small fluctuations throughout most of last year, has moved up by 1 per cent in the past two months, largely under the influence of higher prices for refined sugar. Non-food prices have continued their gradual rise.

Materials and fuel used in broad sectors of industry

Increases in the prices of raw sugar and sugar-beet were major factors in the rise in January in the index for the food sector, with contributions also from higher prices for imported and home grown cereals. In the non-food group of industries, prices of materials and fuel used in the chemical industries rose a little more and there were further sizeable increases in the index numbers for mechanical engineering and for electrical machinery under the influence of the higher prices for copper and brass. There were no significant changes in the paper and timber industries and the textiles index fell back a little with the weakening of wool prices.

Prices of materials used in house building and in construction were virtually unchanged.

Output of broad sectors of industry

The increase of 1 per cent in the index for food products in the past two months was due very largely to the rise in prices of refined sugar, though with higher bread prices an additional factor in January. There were no changes in the index numbers for chemicals and for textiles both of which remained marginally up on the fourth quarter, and the iron and steel index was again unchanged. There were, however, further sizeable increases in the clothing and footwear industries, paper industries (mainly cardboard boxes, cartons, etc.) and the timber industries (mainly bedding and domestic furniture).

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 21, 1964. (monthly averages)

	1965				1966
	Jan.	July	Nov.	Dec.	Jan.
Coal†	158·5	152·0	158·5	158·5*	158·6*
Slates	172·5	183·9	183·9	183·9	183·9
Salt	111·0	110·7	111·0	111·0	111·0*
Flour	119·3	117·3	117·3	117·3	117·3
Sugar, refined	122·8	109·4	108·6	113·1	118·5
Chocolate and sugar confectionery	110·5	111·1	110·8	110·8*	110·8*
Beer	118·4	126·9	127·6	127·6*	127·6*
Tobacco and cigarettes	139·3	154·6	154·6	154·6*	154·6*
Hard coke	176·0	177·0	177·0	177·0	177·0
Motor spirit, standard grade (including duty)	122·7	122·7	122·7	122·7	122·7
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9*
Lubricating oils and greases	128·9	128·9	130·0	130·0	130·0*
General chemicals	100·5	100·7	101·2	101·2	101·2*
Pharmaceutical chemicals	64·0	64·1	62·7	62·7	62·7*
Pharmaceutical preparations	100·5	101·6	101·8	101·7	101·9*
Toilet preparations	137·2	142·1	142·5	142·5*	143·1*
Paint for building and decorating	115·9	116·3	116·3	116·3*	116·2*
Soap	151·0	155·5	155·1	154·7*	154·7*
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·6	74·9	74·8	74·8*	74·8*
Steel sheets	134·2	135·5	135·2	135·2	135·2
Tinplate	127·0	127·2	127·2	127·2	127·2
Other steel goods (excluding tubes)	134·2	136·5	136·5	136·6	136·6
Steel tubes	141·1	142·5	144·2	144·2	144·2
Iron castings	147·1	149·6	150·9	150·9	150·9
Aluminium and aluminium alloy products:					
Extruded and drawn	145·2	145·2	145·2	145·2	145·2
Rolled	136·3	136·3	136·3	136·3	136·3
Castings	143·7	144·1	144·1	144·1	144·1
Forgings	135·6	138·3	138·3	138·3	138·3
Brass, ingot 65-35, B.S. 1400: B3, delivered	127·2	134·7	167·6	177·3	194·4
Photographic paper and films etc.	126·0	126·0	126·1	126·1	126·1*
Spectacles, etc.	130·2	130·2	140·4	140·4	140·4
Dental goods	137·2	142·0	142·7	142·7	142·7*
Gramophone records	138·5	138·5	138·5	138·5	138·5*
Domestic electrical appliances	101·3	101·9	101·7	101·6*	101·6*
Perambulators, etc.	127·9	128·0	128·0	128·0	128·0*
Tools and implements	148·5	151·4	152·0	152·1	152·1*

	1965				1966
	Jan.	July	Nov.	Dec.	Jan.
Cutlery	133·9	136·1	136·1	136·1	136·1*
Cutlery (other than razors and razor blades)	133·9	140·3	140·3	140·3	140·3*
Spoons and forks	152·5	157·9	157·8	157·8	157·8*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	150·0	158·0	162·6	162·6	162·6*
Domestic gas appliances	112·2	113·2	113·2	113·2	113·5
Cotton yarn	97·8	98·2	97·9	97·9	97·4
Spun rayon yarn	107·5	108·3	105·4	105·4*	105·4*
Irish linen yarns (wetspun)	134·5	126·3	124·3	124·3	125·1
Cotton cloth	105·3	106·3	107·0	107·0	107·2*
Linen	129·7	130·9	135·8	135·8	133·5*
Rayon and acetate fabric	119·3	120·9	120·8	120·8	120·8*
Wool tops	79·7	79·9	84·5	84·4	79·5*
Worsted yarns	90·9	92·1	97·3	96·8	96·6*
Harris tweed	108·3	108·3	111·8	111·8	111·8
Serge cloth	99·0	98·0	101·7	101·7	102·0
Jute yarn	125·4	128·9	125·4	125·5	130·7
Jute piece-goods	127·8	132·1	128·4	129·1	136·4
Rope, twine and net	123·2	122·1	122·4	121·3	119·7*
Hosiery and other knitted goods	100·4	101·7	102·0	102·0*	102·0*
Carpets and rugs	127·7	127·8	127·9	127·9	127·5*
Canvas goods and sacks	105·2	109·0	116·7	116·7	116·7*
Leather for footwear	109·0	111·9	114·7	114·7*	116·9*
Travel goods	128·3	127·8	128·9	128·9	129·7*
Made-up clothing	113·1	115·1	115·8	116·1*	117·0*
Weatherproof outerwear	103·6	104·7	106·5	106·5*	106·5*
Men's and boys' tailored outerwear	114·7	117·8	118·0	118·0*	118·7*
Women's and girls' tailored outerwear	110·7	111·6	112·3	112·5*	113·3*
Women's and girls' light outerwear	111·3	113·3	113·9	113·9*	116·0*
Footwear (excluding rubber)	114·1	114·9	115·9	115·9*	116·6*
Refractory goods, including bricks	149·6	149·8	150·0	150·0	150·0
Non-refractory goods, including bricks	131·2	§133·5	133·5	133·5	133·5*
Building bricks, common, other than fletton, *ex works.*	137·4	§140·5	§140·5	140·5	140·2*
Building bricks, fletton common, *delivered.*	119·3	119·3	119·3	119·3	119·3
Electrical porcelain	132·8	132·8	137·6	137·6	137·6*
Domestic china and earthenware	142·3	148·1	150·8	150·8*	150·5*
Glass (other than containers)	135·2	136·9	§137·6	§137·6	137·6*
Glass containers	124·3	130·7	130·7	130·7	130·7

* Provisional figure. † This index is based on prices ruling on the last day of the month. §Revised figure.

3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1965				1966
	Jan.	July	Nov.	Dec.	Jan.
Cement, delivered	124·5	129·6	131·0	131·0	128·0
Abrasive paper and cloth	130·3	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	117·3	118·2	118·5	118·5	118·4
Home-grown hardwood	104·8	107·1	107·8	107·7	107·3
Domestic furniture	122·7	124·0	125·8	125·8*	126·6*
Bedding, etc.	116·8	118·3	118·5	118·5	120·5
Wooden boxes, packing cases, crates, etc.	121·2	124·9	124·9	124·9*	124·9
Paper and board	114·7	115·1	115·1	115·1	115·1*
Cardboard boxes, cartons and fibreboard packing cases.	118·6	119·9	121·3	122·0	124·4*
Wallpaper	138·0	138·0	138·0	138·0	138·0
Paper bags	123·3	123·2	123·2	123·2*	123·2*
Manufactured stationery	121·4	123·7	123·7	123·7	123·7*
Other manufactures of paper and board	112·0	112·1	112·1	112·1	112·1*
Rubber tyres and tubes	123·4	127·0	130·0	130·0	130·0*
Rubber goods (other than tyres and tubes)	119·1	121·6	121·9	121·9	121·9*
Rubber footwear	135·2	135·0	135·0	135·0	135·0
Linoleum and felt base	142·0	142·0	142·0	142·0	142·0*
Brushes and brooms	141·6	142·8	143·0	143·0*	143·0*
Toys and games	125·7	127·1	127·1	127·1	128·3*
Sports equipment	134·6	137·2	139·4	139·4	139·4*
Pens and pencils	113·8	115·6	115·7	115·7	115·7*
Other stationers' goods	132·7	133·4	133·4	133·4	133·4*
Plastic mouldings	105·4	105·9	106·2	106·2*	106·2*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1965				1966
	Jan.	July	Nov.	Dec.	Jan.
Hides and skins	88·3	97·5	103·9	107·3*	107·3*
Imported	94·7	105·6	110·9	114·9*	114·9*
Native	78·6	85·4	93·3	96·0	96·0*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	146·0	165·4	214·3	221·4	244·9
Lead, ex-ship, wharf or warehouse†	130·9	102·2	112·5	113·3	113·3
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	174·4	200·1	192·7	195·1	197·9
Zinc, ex-ship, wharf or warehouse	149·4	143·9	138·5	140·4	140·3
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	119·9	112·8	102·9	105·4	105·4*
Palm oil, c.i.f., in bulk	113·7	126·0	109·1	107·4	107·4*
Whale oil, acid, soft, naked, ex-works	75·8	100·0	85·5	88·4	88·4*
Pyrites, c.i.f., United Kingdom ports	63·5	66·2	64·1	64·1	64·1*
Rubber, No. 1 R.S.S. one month future	106·2	102·7	98·5	102·5	103·3
Sulphur, crude (for acid making), c.i.f.	71·9	82·0	82·0	82·0	104·7*
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	154·8	156·9	158·1	157·8	157·8
Cotton, raw	71·9	70·5	69·9	70·0	70·0*
Jute, raw, 'Export Firsts', c.i.f. Dundee	155·8	141·3	140·8	144·6	154·6
Jute, raw, 'Export Lightnings', c.i.f. Dundee	148·1	142·5	130·8	136·8	147·3
Silk, raw, delivered mill	129·9	132·2	145·1	145·6	154·0*
Sisal, East Africa No. 1 Grade, c.i.f. London	117·0	106·9	95·1	94·9	98·0
Wool, raw	77·3	79·2	84·3	84·2*	82·4*
Crossbred, medium and coarse, c.i.f. U.K.	87·6	93·4	95·2	90·7	88·9*
Crossbred, fine, c.i.f. U.K.	78·8	79·6	87·1	86·2	86·2
Merino, c.i.f. U.K.	71·3	72·7	78·4	76·9	77·7
Timber:					
Imported hardwood (ex-yard or wharf)	115·1	115·6	115·6	115·6	115·8*
Imported plywood (delivered to consumers)	118·7	115·5	116·1	116·3*	116·3*
Imported softwood (delivered to consumers)	117·7	118·9	118·4	118·4	118·4
Woodpulp, imported	103·8	104·4	101·2	101·0	101·0*

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 19, 1965.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964 during the week ended Friday February 11, 1966.
Where the title appears in italics the film forms part of a series. BR/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The Edinburgh Festival	Br/E 31088	28	February 8	United Artists Corp. Ltd.	Campbell Harper Films Ltd.
Bunny Lake is Missing	Br/E 31091	107	February 10	Columbia Pictures Corp. Ltd.	Wheel Productions Ltd.
Carry on Cowboy	Br/E 31092	95	February 11	Warner-Pathe Distributors Ltd.	Adder Productions Ltd.
Pathe News 66-11	Br/E 30927	8	February 11	,, ,,	Associated British-Pathe Ltd.
Pathe News 66-12	Br/E 30928	8	February 11	,, ,,	,, ,,
Movietone News 1913	Br/E 30841	8	February 11	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1913A	Br/E 30842	7	February 11	,, ,,	,, ,,
Look at Life Series 28:					
On Tape for Tomorrow	Br/E 31093	10	February 11	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Living on Smoke	Br/E 31094	9	February 11	,, ,,	,, ,,
FOREIGN					
Sports Au Go-Go	F 31089	10	February 9	Columbia Pictures Corp. Ltd.	Columbia Pictures Corp.
Paris in the Raw	F 31090	62	February 10	D.U.K. Films Ltd.	Les Films de la Pleiade, Paris

Correction: In the list of films registered during the week ended Friday, February 11, 1966, the title of the film shown as 'Walkiki Wabbit' should read 'Wackiki Wabbit.'

Catering trades, laundries, dry-cleaners and hairdressers in December

THE CATERING, LAUNDRY, dry-cleaning and hairdressing trades all continued to show increases in turnover in December compared with a year earlier fairly similar to the average increases for 1965.

Catering trades

In December the turnover of the catering trades, as in previous years, rose considerably from the November level reflecting the seasonal trend of catering activity. There was a rise of 6 per cent compared with a year earlier.

For 1965 as a whole compared with 1964 the catering trades showed an increase in turnover of 6 per cent, a rate of increase which applied more or less steadily throughout the year. This rate of increase was slightly lower than that between 1963 and 1964 (8 per cent).

Of the four kinds of business shown separately in Table 1 only

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965	133	111	136	151	136	107	110	114	127	132	147	155	156	142	137	124	144
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
	1965	+6	+5	+7	+4	+6	+3	+8	+4	+11	+1	+9	+4	+4	+4	+8	+5	+6
Licensed hotels and holiday camps (£169 million)	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965	136	91	144	188	121	83	90	99	119	132	172	198	204	168	145	104	116
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
	1965	+6	+6	+6	+4	+7	+5	+10	+3	+10	Nil	+7	+5	+4	+3	+8	+6	+7
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1965	129	107	132	151	124	103	106	111	122	126	146	154	162	141	129	120	123
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
	1965	+7	+6	+7	+6	+8	+6	+7	+4	+10	Nil	+9	+5	+6	+6	+9	+6	+8
Public houses (£711 million)	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965	136	114	138	147	144	112	115	116	132	134	145	152	149	140	139	127	162
	1964	+8	+12	+7	+8	+8	+13	+12	+ 11	+1	+17	+4	+10	+5	+10	+7	+9	+9
	1965	+6	+4	+8	+4	+6	+1	+9	+	+14	+1	+10	+3	+3	+5	+9	+5	+5
Canteens and catering contractors (£102 million)	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965	126	129	124	116	136	128	129	131	122	133	117	116	110	121	132	142	134
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10
	1965	+4	+8	+2	+2	+5	+7	+6	+10	—1	+10	Nil	+3	+5	—1	+3	+5	+6

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by December, 1965, turnover was the five week: from November 28, 1965, to January 1, 1966; the corresponding period in 1964 was from November 29, 1964, to January 2, 1965.

Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a).

1961 =100

Kinds of business (Turnover in 1961 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1964	+4	+3	+5	+3	+5	+9	+8	—4	+7	+1	+7	+3	+4	+2	+4	+4	+7
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1964	+4	+3	+5	+3	+5	+9	+5	—2	+8	+1	+7	+3	+5	+2	+4	+5	+6
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
Dry cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1964	+4	+3	+4	+2	+6	+9	+12	—7	+5	+1	+7	+3	+3	+2	+6	+4	+8
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

restaurants, cafes, etc., and fish and chip shops showed a larger increase in turnover between 1964 and 1965 than between 1963 and 1964 (7 per cent as compared with 6 per cent). In the other three kinds of business although the increase in turnover between 1964 and 1965 was smaller than between 1963 and 1964 it was fairly large.

Laundries and dry-cleaners

The turnover of laundries and dry-cleaners in December increased by 7 per cent compared with a year earlier, an increase similar on average to the five months July to November. The increase between 1964 and 1965 as a whole was 5 per cent compared with an increase of 4 per cent between 1963 and 1964. In these businesses the increase on a year earlier in 1965 was much lower in the first half of the year than in the second half, when as compared with the second half of 1964 turnover was 7 per cent higher. Both laundries and dry-cleaners increased their turnover during the year, the rate of increase being 6 per cent for dry-cleaners and 5 per cent for laundries. Both kinds of business showed fairly similar increases for the first half of the year but dry-cleaners showed a greater increase during the latter half of 1965.

Hairdressers

During 1965 there was a fairly steady, though modest growth in receipts by hairdressers when compared with a year earlier. For the year as a whole the increase in turnover compared with 1964 showed a rise of 3 per cent, an increase similar to that between 1963 and 1964. The turnover of men's hairdressers and men's hairdresser-tobacconists, increased by 4 per cent between 1963 and 1964, and 1964 and 1965 as against increases in turnover of 2 per cent by men's hairdressers' and men's and women's hairdressers' shops during both of these periods.

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a). 1961 = 100

Kind of business (Turnover in 1961 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1964	+3	+5	+1	+3	+2	+10	+7	+1	+1	+1	+2	+1	+4	+3	Nil	+4	+3
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1964	+4	+5	+4	+4	+4	+10	+5	+2	+5	+3	+3	+3	+8	+2	+4	+4	+3
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1964	+2	+5	+1	+2	+2	+9	+8	Nil	Nil	Nil	+1	Nil	+3	+4	—1	+3	+3
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

Sales by wholesale textile houses in December

SALES BY WHOLESALE textile houses in December showed an increase of 3 per cent on a year earlier. This compares with an increase of 3 per cent in November and a decrease of 5 per cent in October.

The fourth quarter showed a decrease of 5 per cent over the same quarter in 1964, while sales during 1965 as a whole were 1 per cent higher than in 1964.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1964 Year	112	+ 4	..	..
1965 Year	113	+ 1	..	..
1965 1st quarter	99	— 1	150	+4
2nd quarter	103	+ 2	137	+2
3rd quarter	113	+ 2	149	—2
4th quarter	138	Nil	118	—5
1964 December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3
May	104	+ 6	144	+3
June	93	— 4	137	+2
July	79	Nil	143	+1
August	102	+ 4	154	—1
September	158	+ 1	149	—2
October	148	— 5	135	Nil
November	141	+ 3	131	—2
December	125	+ 3	118	—5

Percentage of corresponding values for 1964.

Analysis by Department

	Sales		Stocks (b)
	Dec. 1965	Jan. 1 to Dec. 31	Dec. 1965
Women's knitted outerwear, blouses and skirts	126·0	110·4	125·6
Women's coats, costumes, furs and raincoats	95·1	99·8	88·5
Women's underwear	93·8	96·2	83·6
Women's hose and children's socks	94·1	92·3	69·0
Women's millinery	119·9	105·5	95·0
Haberdashery, ribbons and wool	108·8	102·9	87·7
Children's wear	96·0	101·5	99·6
Men's and boys' shirts, pyjamas and outfitting	115·2	100·2	102·2
Gloves	125·0	89·5	75·6
Piece-goods and nets	85·9	110·2	113·9
Household textiles	94·5	97·3	104·4
Floor-covering, furniture and hardware	92·4	96·5	105·2
Grand total (a)	102·9	100·5	95·5

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Orders in the textile and clothing industries

THE ESTIMATED volume of orders-on-hand in the grouped textile and clothing industries at the end of December was 2 per cent less than at the end of November. The rates of deliveries and of receipt of net new orders in December were both 3 per cent more than in December 1964.

In the year 1965, deliveries were 1 per cent more than in the year 1964 and net new orders were 2 per cent less.

Changes in the monthly rate of receipt of orders should not

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the* JOURNAL.

by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965*	121	98	99
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter	124	113	102
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	86	95
4th quarter*	121	107	103
1964 October	119	128	109
November	126	129	108
December	124	82	88
1965 October*	121	121	111
November*	124	114	107
December*	121	84	91

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Production in the cotton industry

THE VOLUME of production in the cotton industry in December was 1 per cent less than in December 1964, and in 1965 as a whole was at about the same level as in 1964.

Statistics issued by the Cotton Board show that in 1965 output of single yarn was 2 per cent less than in 1964, but the amount of yarn doubled was slightly more. The yardage of cloth woven was 2 per cent more; while output of wholly cotton cloth remained at the same level for the third consecutive year, output of man-made fibre and mixture cloth was 4 per cent more.

Production in the cotton industry

(*all figures are weekly averages*)

	Single yarn (a)		Doubled yarn		Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1965	9·32	2·74	2·53	2·31	19·5	12·0
1964 December*	8·96	2·70	2·51	2·11	18·1	11·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8
March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12·3	8·5
August	9·55	2·78	2·33	2·25	20·3	12·0
September*	9·03	2·54	2·45	2·31	19·2	11·9
October	10·02	2·78	2·65	2·51	20·8	13·0
November	9·84	2·74	2·67	2·45	20·6	13·1
December*	8·58	2·42	2·28	2·14	17·6	11·4

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in December was 4 per cent more than in December 1964, but for 1965 as a whole it was 2 per cent less than in 1964.

Figures for December issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rate of production of tops was 8 per cent more than in December 1964 and the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 6 per cent more and 5 per cent more respectively.

For 1965 as a whole, production of tops was 7 per cent less than in 1964 and deliveries of worsted yarn and woven fabrics (excluding blankets) were 2 per cent less and 1 per cent less respectively.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets) (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1964 1st quarter	117·9	77·9	83·8	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·2	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·3	59·1	45·2	39·2	10·0
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1964 October	34·3	20·7	29·5	21·2	16·5	13·5	3·6
November	32·6	19·9	27·5	19·4	15·2	13·3	3·4
December	31·2	18·6	27·3	18·5	13·5	12·4	3·1
1965 October	35·0	21·9	27·3	20·3	16·3	12·5	3·5
November	36·4	21·8	28·9	20·5	15·5	13·9	3·2
December	33·3	19·6	27·3	19·2	14·2	12·4	3·2

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

Quarters or quarterly averages

	Wool tops		Yarns		Woven fabrics		Other wool textile products (a)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.	£m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	..	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	..	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	..	1·15	30·52
1963								
1st qtr.	11·08	26·33	5·22	8·45	15·19	..	0·63	32·11
2nd qtr.	12·26	28·21	5·20	8·61	15·53	..	0·63	33·62
3rd qtr.	9·85	21·38	5·00	7·86	16·85	..	0·79	32·49
4th qtr.	9·63	20·10	5·85	8·96	16·21	..	0·96	32·65
1964								
1st qtr.	10·48	21·20	5·66	8·58	15·95	..	0·97	33·07
2nd qtr.	12·11	23·25	6·05	8·85	17·47	..	1·03	36·66
3rd qtr.	7·60	14·74	4·92	6·96	16·64	..	1·04	30·20
4th qtr.	8·19	15·96	5·46	7·73	17·17	..	1·07	31·89
1965								
1st qtr.	7·72	16·41	5·40	7·82	15·79	..	1·06	29·97
2nd qtr.	7·09	15·87	5·00	7·54	17·32	..	1·10	30·51
3rd qtr.	6·79	15·31	5·03	7·53	17·93	..	1·25	31·00
4th qtr.	7·38	16·41	5·08	7·31	16·96	..	1·17	30·58

(*a*) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table: sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Assets and liabilities of hire purchase finance companies

DURING the fourth quarter of 1965 hire purchase finance companies' principal category of asset, instalment credit debt outstanding, fell by £17 million. This was the first fall in this quarterly series since the beginning of 1963. At the end of 1965 the total at £894 million was about the same as in the middle of the year, the increase in 1965 as a whole taking place in the first half of the year when, apart from other considerations, business is seasonally high. For 1965 the rise in debt was £91 million which compares with a rise of £144 million in 1964.

The other main movement in the asset categories in the fourth quarter of 1965 was a small rise in other advances and loans. During 1965 as a whole this category increased by £16 million, again a smaller increase than the rise of £40 million in 1964.

In total during the fourth quarter the selected assets shown in the table moved only very slightly (a fall of £10 million) and similarly there was little movement in the total of the selected liabilities (a rise of £9 million).

Deposits by United Kingdom banks and other United Kingdom financial institutions fell by £23 million but borrowing from these bodies increased by £4 million and there was a rise of £11 million in the amount of bills discounted. This latter rise followed a sharp fall in the third quarter of the year, movements which appear, in part, to be due to seasonal factors. Deposits by United Kingdom non-financial companies, by other United Kingdom residents and by overseas residents increased by £19 million in the quarter.

For the year 1965 the total increase in the selected liabilities shown was £167 million. The major part of this increase represented additional deposits of £158 million, of which United Kingdom banks and other United Kingdom financial institutions contributed £27 million, United Kingdom non-financial institutions £51 million and other United Kingdom residents £30 million, while £50 million represented additional deposits by overseas residents.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at							
	Dec. 31, 1962	Dec. 31, 1963	Dec, 31, 1964	Dec. 31, 1965	Mar. 31, 1965	June 30, 1965	Sept. 30, 1965	Dec. 31, 1965
Assets with United Kingdom financial institutions other than banks	1	9	9	7	7	8	8	7
Trade investments and investments in unconsolidated subsidiaries	27	32	41	54	45	45	53	54
Other securities	17	19	20	20	9	16	20	20
Hire-purchase, credit sale and other instalment credit outstanding (1)	622	659	803	894	836	895	911	894
Other advances and loans	58	77	117	133	125	126	126	133
Total of Selected Assets	725	796	990	1,108	1,022	1,090	1,118	1,108
Selected liabilities								
Bills discounted with United Kingdom banks and discount houses	65	62	111	114	122	124	103	114
Deposits by:								
(a) United Kingdom banks	49	71	84	106	127	135	121	106
(b) Other United Kingdom financial institutions	40	30	55	60	47	64	68	60
(c) United Kingdom non-financial companies	128	175	203	254	197	228	243	254
(d) Other United Kingdom residents	34	42	66	96	76	96	93	96
(e) Overseas residents	86	72	86	136	89	111	131	136
Total deposits	337	390	494	652	536	634	656	652
Other borrowing:								
(a) United Kingdom banks (net) (2)	82	85	116	113	119	91	108	113
(b) Other United Kingdom financial institutions	8	6	7	7	8	8	8	7
(c) United Kingdom non-financial companies	1	1	2	2	1	1	1	2
(d) Other United Kingdom residents	6	8	7	6	7	5	6	6
(e) Overseas residents	1	1	—	—	—	—	—	—
Total other borrowing	98	101	132	128	135	105	123	123
Unearned finance charges	64	71	88	96	93	98	99	96
Issued capital and reserves (3)	142	151	172	174	171	171	174	174
Total of Selected Liabilities	706	775	997	1,164	1,057	1,132	1,155	1,164

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.

New migration statistics

THE Registrar General's Quarterly Return for England and Wales for the September Quarter 1965*, which was published on February 4, contains a new table and two modified tables of migration data. These are based on the continuing sample survey of international passengers carried out by the Central Office of Information for the Board of Trade and other Government Departments. The new table, Appendix B, shows movement of intending migrants into and out from the United Kingdom during 1964 by sex, citizenship and route travelled. The modified tables, Appendices C and D, now show migration into, and out from, the United Kingdom during 1964 by sex, age and marital condition and sex, occupation and citizenship respectively. The figures are subject to sampling errors; the sampling methods were described in the *Board of Trade Journal* of September 10, 1965.

*The Registrar General's Quarterly Return for England and Wales, No. 467. HMSO, price 2s. 6d. net.

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INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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Retailers' stocks in December

STOCKS HELD by retailers at the end of December were 7 per cent higher than a year earlier, the same increase as in October and November, and compared with 8 per cent at the end of the second and third quarters of the year. In volume terms, retailers' stocks were 5 per cent higher in December than in the corresponding period last year, the same increase as at the end of the second and third quarters of the year.

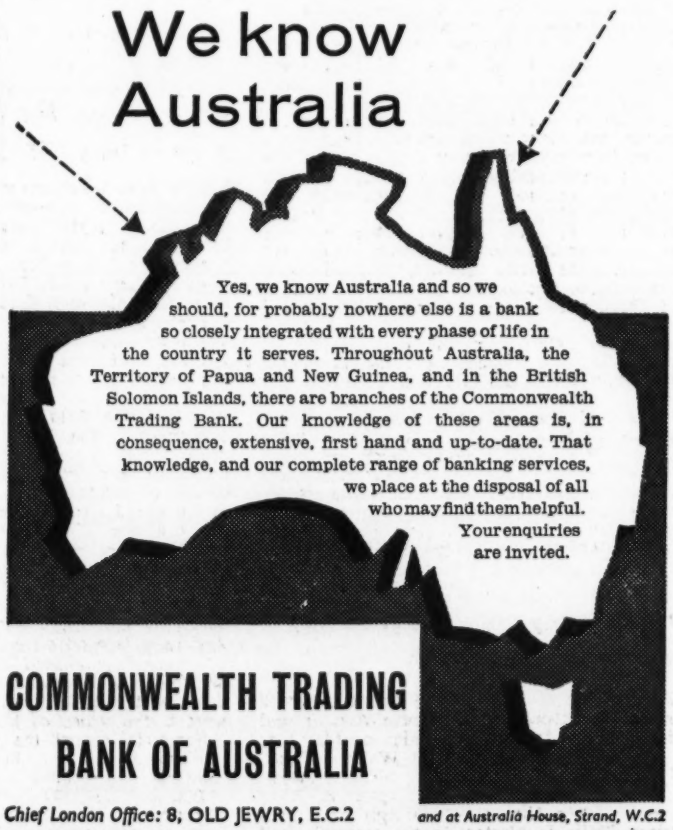
Estimate of changes in total retail stocks

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960. . .	94	99	102	103	105	104	99	98	102	109	113	100
1961. . .	98	102	107	109	110	111	108	107	110	117	122	106
1962. . .	103	106	112	113	116	112	110	110	112	121	127	111
1963. . .	106	109	116	117	119	116	113	113	114	125	134	117
1964. . .	115	117	123	125	125	124	118	122	125	133	143	126
1965. . .	121	124	133	134	136	133	129	133	134	142	152	134
1961. . .	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962. . .	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963. . .	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964. . .	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965. . .	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	+7
(b) At constant (Dec. 1960) prices												
1960. . .	95	100	103	105	106	105	100	99	102	109	113	100
1961. . .	98	102	106	107	109	109	106	104	107	113	118	103
1962. . .	100	102	108	109	110	107	105	104	106	114	120	104
1963. . .	100	103	110	110	112	110	107	106	108	118	126	110
1964. . .	108	109	114	116	115	114	109	113	115	122	130	115
1965. . .	110	112	121	121	123	120	116	120	120	128	137	120
1961. . .	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962. . .	+1	Nil	+2	+2	+2	−2	−2	−1	−1	+1	+2	+1
1963. . .	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964. . .	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965. . .	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	+5

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965).

We know Australia



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Exhibitions and Fairs

Success of British firms at Paris electronics exhibition

Eight hundred and forty-five manufacturers gathered together at the 9th Salon International des Composants Electroniques which was held at the Parc des Expositions, Porte de Versailles, Paris, from February 3-8 to exhibit an immense range of valves, tubes, semiconductor devices, electronic accessories, spare parts and measuring instruments. Not only was this Salon the largest of its kind ever held in Paris but it was the most international too. More than half the exhibitors came from countries other than France, and the number of countries represented – 21 in all – broke all previous records. Canada was welcomed for the first occasion.

The United States, with 169 stands, accounted for more than one third of the foreign participation. She was followed by West Germany which had 103 participants. Great Britain took third place with 83 firms, Japan fourth with 27 and Italy next with 22.

Thirty-four of the British firms took part in a 'joint-venture' organized by the Radio and Electronic Components Manufacturers Federation with the assistance of the Board of Trade. This was the second occasion on which the Federation's members participated in a 'joint-venture' in Paris. Those who took part last year were more than pleased with the results. Some of them went there without an agent in France but quickly found one. The news of their success – apart from the assistance given by the Board of Trade – undoubtedly accounted for this year's greater 'joint-venture' participation.

The Salon was even more international as regards the visitors – all trade buyers – who flocked from most countries of the world. The crowded stands and packed gangways were an impressive testimony of this dynamic and rapidly expanding industry of our times, and of the great importance attached to this Salon by the manufacturers of electronic equipment throughout the world. Although not exhibiting at this Salon, electronic engineers from Russia and China came to see what the Western world had to offer.

A lively interest in the participation of British firms was taken by the Economic Minister of the British Embassy in Paris who made an extensive tour of the British stands. Impeded by the milling crowds it was not possible for him to visit all the British firms scattered throughout the vast Salon, but none of those called upon voiced disappointment with the orders taken and expressions of interest received. On the contrary, they expressed an enthusiasm which was gratifying to hear, and their orders exceeded expectations.

One of the avenues of stands at the electronic components exhibition in Paris.

Prince Philip to present design awards in Edinburgh

HRH PRINCE PHILIP, Duke of Edinburgh, will present the 1966 Design Centre Awards and his own Prize for Elegant Design on May 6 at the Music School of George Watson's Boys' College, Edinburgh. The Duke will also attend a luncheon, given by the Company of Merchants of the City of Edinburgh (of which Prince Philip is Master) in the assembly hall of the college.

Britain at Berlin's Green Week

A report from HM Consulate-General, Berlin

NEARLY HALF A MILLION Berliners gave a warm and enthusiastic welcome to Britain's first ever participation in the International Green Week Exhibition, the popular annual food and horticultural fair held in West Berlin from January 28 to February 6. The British exhibit consisted of a 16th Century English 'pub', a Supermarket, a Wimpy Bar and a stand selling apples and cut flowers run by the National Farmers' Union of England and Wales. The pub, called the 'Lion and Bear' to symbolize the close ties which have grown up over the years between Britain and West Berlin, was organized by the Brewers' Society and was stocked with a wide variety of draught and bottled beers as well as spirits, soft drinks and British cigarettes. It was equipped right down to the dart board by one of Britain's leading bar outfitters. The volume of business exceeded all expectations. For example, on January 29 it was estimated that one glass of beer was dispensed at the 70 feet long bar every five seconds of the nine hours during which the exhibition was open to the public! And sales tapered off only slightly during the following days. Indeed, draught Guinness and Whitbread were sold out after the first five days of the Exhibition. Daily cash takings were in the region of £700.

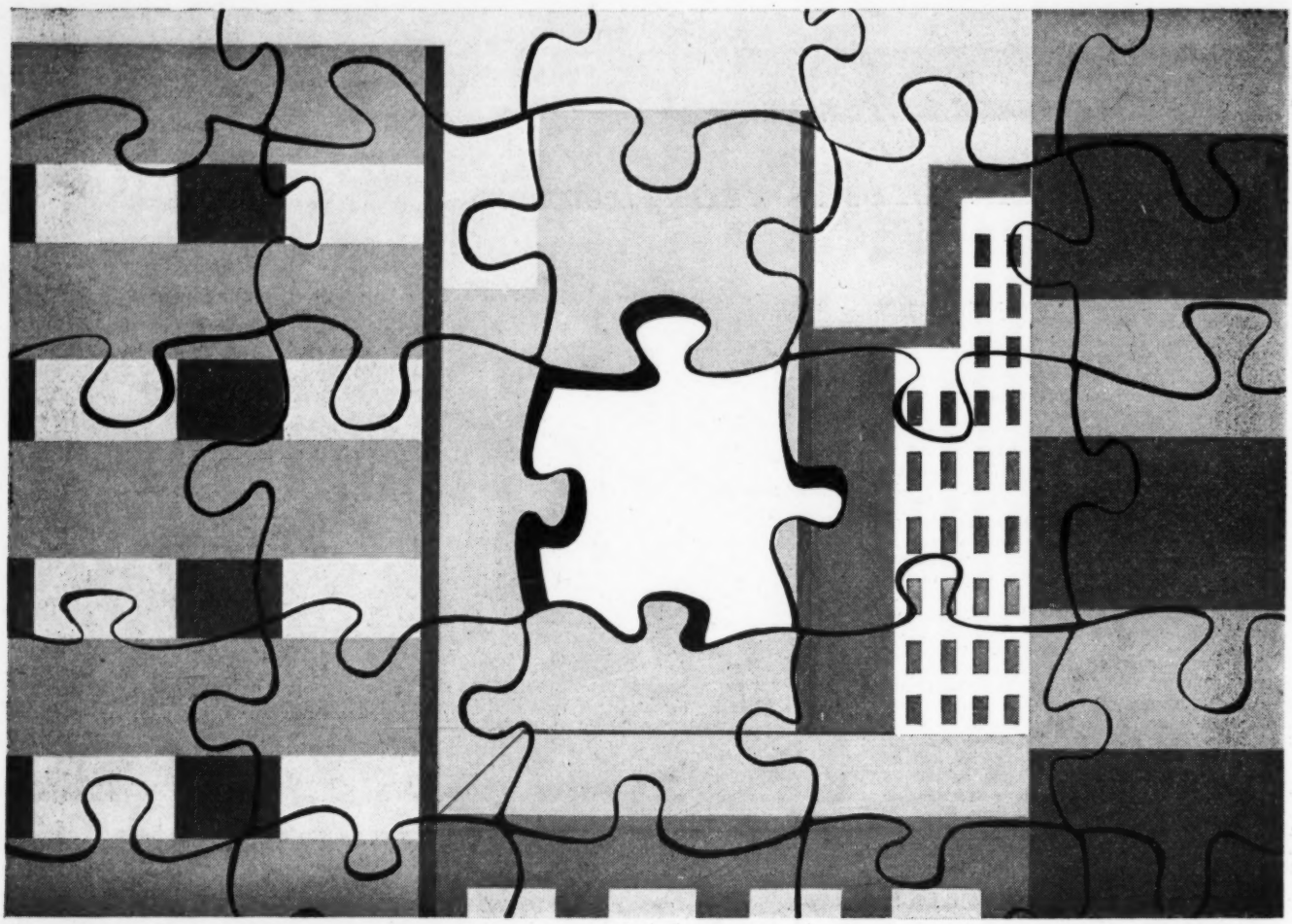
Successful though the 'pub' was, direct sales to the public at the 'Piccadilly Supermarket' were even more fantastic and takings averaged £1,300 per day. The crowds thronging the Supermarket were so great at times that it was necessary to close the doors. The managing director of one firm of cake manufacturers from Midhurst in Sussex thought, before the Exhibition opened, that he might have to re-stock his shelves perhaps once during the 10 days of the Exhibition. In the event, he had to re-stock four times. With the assistance of the Consulate-General he found an agent within 24 hours of his arrival here. Tea, sweets, biscuits, pickles, sauces, jams, marmalades, tinned meats and preserves all disappeared from the shelves almost as fast as the hard-worked supermarket staff could keep them replenished.

The Wimpy Bar was working at capacity, cooking about 400 'Wimpies' an hour, nine hours a day.

Sales of cut flowers and fruit were also higher than expected. As a result of their participation, English growers made some useful contacts amongst Berlin fruit and flower importers, and also received inquiries for beef, pork and eggs.

That the Berlin public have so readily and so willingly accepted what Britain has to offer in the field of manufactured food stuffs and beverages surely emphasizes the fact that we must return on an even larger scale to the International Green Week in 1967. Not to do so would be both folly and bad business.

Apart from the successes enjoyed by the Brewers and Food Manufacturers in the official British Exhibit, a Winchester firm of plastic chicken coop manufacturers, exhibiting independently in another hall, was able to book an order worth £100,000 from a West Berlin egg farm during the opening day of the Exhibition.



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The Webley & Scott exhibit on the stand of the company's distributors, Service Armament Co., of Ridgefield, New Jersey, during the National Sporting Goods Show, held in Chicago from January 30 to February 3. Seen on the stand (from right to left) are: Mr. L. J. Hill, general sales manager, Webley & Scott; Mr. Lee Salberg, international marketing consultant, Skokie, Illinois; Mr. P. W. R. C. Haley, Acting British Consul-General, Chicago; Mr. John O. Sewell, managing director, General & Engineering Industries Ltd., London; Mr. V. Forgett, president, Service Armament Co.; Mr. E. Thompson, managing director, Webley & Scott Ltd.

Good results for British firms at Brussels Building Exhibition

A report from the Commercial Department, British Embassy, Brussels

EVERY YEAR the same question is asked: why are there not more British firms on the Joint-Venture stand at the Brussels International Building Exhibition? And it is not the organizers of the exhibition, nor the British Board of Trade who ask this question: it is the almost inevitable remark made by the exhibitors themselves, by those firms who have taken the plunge and gone out to Brussels with their goods to see for themselves how profitable this exhibition can be. Of course there have been a few disappointments – firms who have discovered that their products were not suited to the Belgian market or that they could not compete with strongly entrenched local producers. But the great majority of the 40 odd firms who have exhibited on successive British stands in the past four years can point to concrete results that more than justify the effort they made. Not only firm orders taken at the exhibition itself, but repeat orders, permanent contacts established, active agents appointed – all of these things have been achieved by British exhibitors.

Undoubtedly the most spectacular achievement was that of a manufacturer of special roofing material who, by energetically following up contacts established at successive exhibitions succeeded in winning a large industrial contract worth nearly £1 million. The firm are convinced that they would never have had this success if they had not been on the spot at the Brussels exhibition. Needless to say, they were back again this year, as enthusiastic as ever.

This year's exhibition, from January 29 to February 6, was no exception to the general story of success. So great was the demand for exhibiting space, that it was impossible to accommodate everybody who wanted to take part. The exhibits filled all of the four main halls of the Centre International Rogier, plus a fifth hall that had been improvised from an indoor car-park, and spilled out onto the landings and staircases. Even so, every available square foot of space had been reserved months before the exhibition opened. By the time it finished, 150,000 visitors had had the chance to see the products of over 280 exhibitors.

The British stand this year grouped 12 firms of whom eight were exhibiting for the first time in Brussels. The stand was organized by the Building Exhibition Ltd., acting on behalf of the National Council of Building Material Producers, in collaboration with the Board of Trade. The exhibition organizers designated the first Monday of the show as the official British Day in honour of the important British interest. On that occasion Lord Mitchison, Joint Parliamentary Secretary to the Ministry of Land and Natural Resources and spokesman in the House of Lords for the Ministry of Public Building and Works, visited the exhibition accompanied by Sir Roderick Barclay, the British Ambassador to Belgium, and Lady Barclay, and Mr. L. Mansell, Secretary of the National Council of Building Material Producers. At the reception on the British stand which followed the tour of the exhibition, Lord Mitchison scored a great success with an impromptu speech in which he spoke not only English, but also the two local languages, French and Flemish.

British toys display in Paris and Nuremburg

BRITAIN'S TOY industry, in an effort to sustain its growing share of the West European market has collaborated with the Board of Trade in the organization of displays at the international toy fairs in Paris – which opened on February 6 – and at Nuremburg – which was held from February 13-18.

Twelve firms took part in the 1,800 sq. ft. official British stand at the first International Toys and Games Exhibition in Paris. Home playground units, educational jigsaws, space traveller outfits and even a rayon wig in the style worn by Cleopatra will be among the exhibits. This venture represents the BTMA's first combined excursion into French trade fairs. The fair closed on February 12.

At the International Toy Fair, Nuremburg a total of 26 firms took part in two official British displays – one occupying some 2,500 sq. ft. in the 'Max Scheerer Haus' and the other taking up some 1,200 sq. ft. in the 'Europa Haus'. The firms took with them exhibits ranging from nursery toys, games, painting sets and construction kits, to catapults, airguns and Red Indian wigwams. Mr. S. L. Edwards, HM Minister (Economic) in Bonn, addressed the British Toy Manufacturers' Association's Press conference in the 'Max Scheerer Haus' on the morning of February 14.

British exports of toys to West Germany during 1965 nearly doubled to reach £1.8 million, and that country is now the British industry's largest customer. British toys exported to France last year were worth £849,000 compared with £854,000 in the previous year. The total global value of British toy exports rose by some £2 million in 1965 to £13.9 millions.

Lord Mitchison (right), Joint Permanent Under-Secretary, Ministry of Works, discussing points of interest with Mr. R. L. Bonnor of Turners Asbestos Cement Co. Ltd., on the company's stand at the recent Brussels Building Exhibition.

British Week teleprinter service to Hong Kong

BRITISH BUSINESSMEN who are participating in the British Week in Hong Kong which will be opened on March 3, will be able to make use of facilities for communication with London arranged by courtesy of Cable and Wireless Ltd.

A teleprinter that has been set up on the Cable and Wireless stand (No. 14) at the British Engineering Display will be in communication each day (except Saturdays and Sundays) with Export Services Branch, Board of Trade, Hillgate House 35 Old Bailey, London, E.C.4. Cable and Wireless Ltd. have arranged to call Hillgate House from Hong Kong each day (March 3 and 4, and 7 to 11) at 0901 hours GMT, and thereafter at 15-minute intervals until 1200 hours. During this time they will pass any messages from their end and will accept any messages that are waiting to be passed back.

Trade inquiries and other messages received at Hillgate House by this special link will be relayed immediately to their addressees by telex or telephone, together with instructions on the routing of replies.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list is given on page 1468 *of the* Board of Trade Journal, *December* 17, 1965.

Chancellor's telegram to Gifts Fair

Mr. James Callaghan, Chancellor of the Exchequer, sent the following telegram to Mr. Elkan Simons, chairman of the International Gifts Fair which closed at Blackpool on February 4 (*see* Board of Trade Journal, *February* 11, *page* 337): *'Congratulations to all exhibitors at the fair on winning so many export orders. This is great stuff for the balance of payments. I knew you would do it. Well done.' Pictured right are Mr. J. Smith (left) and Mr. I. Brodhurst (right) who dealt with large numbers of inquiries from overseas buyers who called at the Board of Trade stand at the fair, a section of which is shown here.*

Dundee export group to stage show in Vienna

THE EXPORT GROUP of the Dundee Chamber of Commerce are planning to mount a trade buyers exhibition in Vienna for one week at the end of April. In addition to traditional Scottish exports such as knitwear, tweeds, travel rugs, etc., the Dundee businessmen will be showing a wide range of consumer goods such as jute carpeting and wall coverings, Wilton and Axminster carpeting, men's and women's toiletries, confectionery, Scottish food specialities, ceramics, giftware and novelties, wire shopping carts, special baby cars accessories such as non-smother pillows, and dog food and dog care specialities.

On February 14, six members of the Chamber of Commerce left on a four-day visit to Vienna with two aims – to get export orders now, and to appoint local agents for their products in time for the April exhibition.

The Dundee Chamber of Commerce have already arranged five similar exhibitions in Seattle, Oslo, Stockholm, Gotenburg, and Copenhagen.

50

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BRITISH WEEK: HONG KONG

3-12 March 1966

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Products from 50 UK firms at Hamburg Boat Show

THE SIXTH German Boat Show to be held in Hamburg since 1961 was from all accounts a great success. More than 400 firms from 22 countries displayed products ranging from luxury motor cruisers and keel yachts to the smallest craft, from heavy ships' machinery to outboard motors, from navigational equipment to fittings and accessories. This year's exhibition, which also included a section devoted specially to the marine field, covered 350,000 sq. ft. of floor space – ten times the area of the 1961 Show. 125,000 visitors attended (115,000 in 1965).

The Hamburg Boat Show is truly international in that 60 per cent of the exhibits came from abroad, principally Scandinavia, Holland, Italy and the United States. British participation this year was higher than in 1965; products from over 50 firms were on show, mainly on agents' stands. Principal exhibits were day cruisers, catamarans, inboard and outboard engines and boat fittings and equipment. A number of exhibitors achieved good results: Hurley Ltd. received about £10,000 worth of orders, and Loftus Bennet, showing motor cruisers for the first time, are understood to have transacted £15,000 worth of business. The 'Mirror Offshore' dinghy shown by the Hamburg firm Nautic Boercherts attracted several buyers. Perkins Ltd. received orders totalling almost £10,000 for their marine engines. Many other agents of British firms expressed great satisfaction with results. Unfortunately the absence of British exhibits in the sections showing speedboats, motor cruisers and larger keel yachts (£4,000-£7,000 plus class) was conspicuous. Here the Americans, Italians, Dutch, Scandinavians and Germans dominated the scene, and it seems that British builders are missing a lucrative market. The fact that boat builders in these categories obtain good results underlines the importance of Hamburg as an ideal centre for staging the German Boat Show and reflects the current buying boom in Western Germany.

Visitors to the British Information stand at the Hamburg Boat Show.

Joint efforts by the British Government services and the Ship and Boat Builders' National Federation to project an image of the United Kingdom boat building industry and utilize the show for imparting information and establishing contact with a view to possible business, included the setting up of a Board of Trade financed Information Stand for the third successive year which was manned by Mr. W. E. D. Skinner, the SBBNF secretary, assisted by German-speaking members of the British Consulate-General in Hamburg, of the British Embassy in Bonn and by Mr. J. Layn, member of the SBBNF Export Committee. A reception was given by Mr. K. R. Oakeshott, HM Consul-General in Hamburg, on the opening night of the Show for British exhibitors and their agents. This was attended by Mr. J. Threlfall, the SBBNF president, who addressed the guests, which included members of the Press and radio and persons in influential positions.

Finally, a small success story: Meakes Ltd. of Marlow, manufacturers of bow and deck rails, have obtained £1,000 worth of orders since last year's Show, which they visited after exhortation from the SBBNF. There are great opportunities in Western Germany and details are available from the SBBNF.

CoID awards for capital goods

IN 1967 the Council of Industrial Design will widen its range of annual awards to industry while at the same time discontinuing its Design Centre Awards in their present form. The Design Centre Awards, which have been given to manufacturers of products actually shown in The Design Centre or accepted for Design Index, were started in 1957 and will have completed nine years in May 1966.

The new awards, to be known as Council of Industrial Design Awards, will not only cover durable consumer goods but will be extended into the field of engineering equipment and capital goods. Two separate panels of judges will be appointed, one as now to select consumer goods from Design Index, the other composed of prominent engineers and industrial designers to select the capital goods from those submitted.

The CoID is announcing its plans now to enable manufacturers of capital goods in the appropriate categories to obtain details of, and to apply for, the new awards. Manufacturers of durable consumer products in Design Index need not make special application since all products submitted to and accepted for inclusion in Design Index will be considered eligible. The categories of capital goods to be considered initially for these new awards will include industrial machinery of all classes, electrical and electronic equipment, scientific instruments, industrial and commercial road and rail transport. Air and sea transport, private vehicles, product components and products involving architectural or other major structural work will not be immediately eligible. The scheme will be subject to constant review in the light of its development.

All capital goods will be required to have been designed and made in the United Kingdom and to have been in satisfactory use for one year. Products embodying foreign components will be considered, but foreign designs made under licence will be excluded unless the manufacturer can present evidence of significant British improvements.

Details and application forms are available from Mr. W. H. Mayall, Council of Industrial Design, 28 Haymarket, S.W.1. Application for the 1967 Awards, must be made by July 31, 1966.

Welsh products at the Design Centre

'DESIGN FROM WALES' – Cynlluniau o Gymru' is the title of an exhibition at The Design Centre in London which opens to the public on February 28 for five weeks. The exhibition will illustrate the important contribution which industrial designers are making in different sections of Welsh industry, not only in terms of consumer products but equally in the raw materials and capital goods industries.

This exhibition is a further stage in the Council of Industrial Design's aim to draw the attention of Welsh manufacturers and industrialists to the economic advantages of industrial design and to encourage development of the design potential of Welsh industry.

Two industrial study tours have already been carried out in Wales by a CoID team which included the Earl of Snowdon, who has acted as an adviser to the CoID since 1961, and Mr. T. Mervyn Jones, chairman of the Wales Gas Board and a member of the CoID's Council. The first tour, covering the whole principality, took place in May 1963 and was followed by a further tour of South Wales in April 1965. As a sequel to these tours, the 'Design from Wales' exhibition will show some current design achievements.

Major success for largest British store promotion held in Canada

THE LARGEST British store promotions ever held in Canada were mounted at branches of T. Eaton & Company during the autumn of 1965. The promotion was given the title 'Great things from Britain' by Eaton's and 30 branches of the company bought many hundred thousand dollars worth of British products. In their western division alone 300,000 dollars were appropriated for additional purchasing of British merchandise. As a result of the promotion one of Eaton's executives has said 'judging from our totals we have sold a lot of British merchandise and will continue to through the busy weeks ahead'.

These promotions were the result of months of careful planning by Eatons in close collaboration with the British Weeks and Store Promotions Directorate of the Board of Trade,

First large-scale Hovercraft exhibition to be held in June

THE WORLD'S first large-scale Hovercraft exhibition and operational display will take place at Browndown, near Gosport, from June 15 to 19, 1966. It will highlight Britain's commanding lead in this completely new form of transport and will be attended by potential commercial and military operators from all over the world.

This Hovercraft 'Farnborough', designated Hovershow 66, is under the patronage of Earl Mountbatten of Burma. It is being presented and organized by the recently-formed British Hovercraft Association, whose members are Westland Aircraft Ltd., Vickers Ltd., Britten-Norman Ltd. and Hovercraft Development Ltd. (NRDC), with the collaboration of The British Petroleum Company.

The Board of Trade and the Ministries of Technology and Overseas Development are giving support and much valuable assistance to the Show, and the Ministry of Defence are making a major contribution by allowing the Browndown site to be used and by organizing the principal Hovercraft event in the live demonstration.

In the exhibition section there will be over 100 exhibits by British Hovercraft manufacturers and firms supplying power-plant, components and services to the manufacturers and operators of Hovercraft. There will also be a static display of the original Hovercraft prototypes, including Britain's first Hovercraft, the SR.N1. Current types will also be on show before taking part in the operational display.

In addition there will be scaled-down working versions of craft of the future and of other air-cushion applications, including the larger passenger and car ferries on order for cross-Channel operations due to commence in 1968.

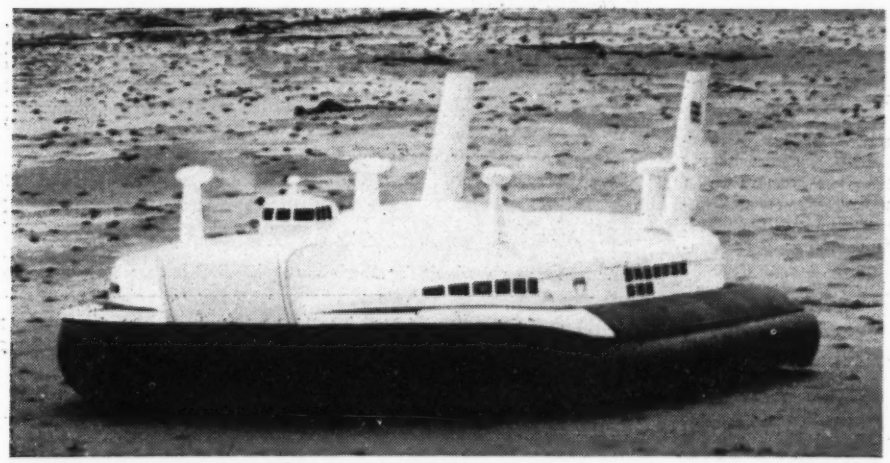
The object of Hovershow 66

The object of Hovershow 66 is to present to transport operators and other potential buyers, both official and commercial from Britain and overseas, a detailed view of British Hovercraft, and to demonstrate to them some of the capabilities of existing types of craft in a wide range of operations.

The first three days of the Show will be private days reserved for official visitors and guests of the industry, the majority of whom will come from overseas. Saturday and Sunday will be public days, and arrangements are being made to accommodate 30,000 spectators daily.

Browndown range, where Hovershow 66 is taking place, is approximately 13 miles from Southampton and three miles from Portsmouth. The Show area will cover 100 acres bordering the sea, permitting both overland and over-water operations to be demonstrated. The site, appropriately, is adjacent to the Gosport-Stokes Bay hoverterminal.

On the Show's private days a technical presentation will be given by leading members of the industry, at which current developments in the Hovercraft field and future thinking will be reviewed.



One-fourteenth scale remote controlled model of the Westland SR.N4 passenger and vehicle hover-ferry which will be demonstrated during "Hovershow 66".

Five hundred 'passengers' recently flew from London to Gibraltar in one BEA aircraft. They were the latest consignment of day-old chicks (some are seen in the picture with BEA traffic clerk Jesmond Grimes) being exported by F. & G. Sykes Limited, Warminster.

Judge 'Penthouse' Kitchen-to-tableware, the three-in-one pans, are shown here being used as cooking pots and pans. The 5½ pint pan is being used as a casserole. The other pans are the frying pan with a detachable handle, the 2½ pint with lid and the 4 pint pan. Made by Judge International Ltd., of Brierley Hill, Staffs., they will be shown at the next Cologne International Fair as the first aim to increase their export business with this new range.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Overseas Trade and Exports

Developments in the Belgian market for domestic gas-fired appliances and gas distribution equipment

A REPORT FROM THE COMMERCIAL DEPARTMENT, BRITISH EMBASSY, BRUSSELS.

MANY BRITISH READERS, and more particularly those who cram the terraces of Anfield Road, Liverpool, will know that Anderlecht is a famous Belgian football team. In Northern Ireland the name of Anderlecht has painful connotations, for it was not very long ago, on a bitterly cold Brussels night, that the Beligians overcame Derry City by nine clear goals. But for the British manufacturer Anderlecht will shortly have a more relevant significance, for this Brussels suburb has been selected as the focal point for the distribution of natural gas to the Belgian capital.

Readers of the Board of Trade's *Export Service Bulletin* will be aware that, in the special supplement which appeared on November 29 last, there appeared a study of Belgium's impending use of natural gas from the Slochteren deposits in the Netherlands and the effects which this would be likely to have in Belgium on the market for domestic gas-fired appliances and gas distribution equipment. As we envisaged in this study, agreement has now been reached between Belgium and the Netherlands on the supply of natural gas. This could mean that the flow of gas into Belgium will start in 1967.

Owing to the uncertainty about the amount of gas which Belgium's industry is likely to consume, two separate contracts have been drawn up between Distrigaz, the Belgian company which is playing a leading rôle in this affair, and the NAM (Nederlandse Aardolie Maatschappij) of the Netherlands. (It is worth mentioning at this point that the other Belgian gas transportation company, Savgaz, has been absorbed by Distrigaz. The latter's capital was increased, for this purpose, by contributions from the Société Nationale d'Investissement, on behalf of the Belgian Government, the oil companies, and the Belgian private sector, each group taking up one-third of the capital increase.) The duration of each contract is 20 years, and payment for deliveries from the Netherlands will be made in Belgian francs.

The contracts contain a number of reservations which are particularly satisfactory from Belgium's point of view. Most important of all, Belgium has been granted some flexibility of manœuvre in the event of natural gas being found in her territory or if competitive offers are made from other suppliers of natural gas. Distrigaz will have the right to submit any difficulties for consideration by the Commission of the European Economic Community, while NAM has the right of appeal to the Community's tribunal. Furthermore, should the price charged to Dutch industry by NAM be considered by the Belgians as putting this industry in a favourable competitive position vis-à-vis Belgium's manufacturers, Belgium will also have the right of appeal to the EEC. Finally, Distrigaz will be exempted from all customs dues on natural gas.

Current estimates indicate that the first prices of natural gas delivered at the frontier will be 74.81 Belgian francs a m³ for supplies to the domestic sector and 67.37 Belgian francs a m³ for industry. The calorific value of both categories of gas will be 8,400 kilocalories; it is now understood that the Slochteren gas has a lower calorific value than that of other natural gases, due to a 14 per cent nitrogen content. The contracts commit Belgium to the purchase of increasing quantities of natural gas each year to the extent that, by the tenth year, she will have to absorb 18.5 million m³ a day into the public sector and 9 million m³ daily into industry (expressed in annual terms of 6742.5 and 3285 million cubic meters). These are large quantities, and it is therefore only natural that all sides of industry, conscious of the increasing use of towns gas in Belgium during the past few years, are awaiting developments with great interest.

The natural gas will enter Belgium in the regions of Hilvarenbeek and Fouron-le-Compte, though two other entry points may also be selected. There will be three main distributing pipelines, two originating in Turnhout and the other in Maastricht. The first will link Turnhout, Antwerp, Ghent (whence there will be a branch pipeline to Courtrai), Bruges and Ostend; the second will join Brussels (and to the north of the capital a branch line will connect Louvain); and the third pipeline will serve the industrial complex of Liège and Huy, with branches to Hasselt and Verviers. All these pipelines will require steel piping of 30-90 cm. diameter (and here the reader is invited to refer to paragraph 14 of the supplement to the *Export Service Bulletin* of November 29).

It will take some 18 months to lay the Turnhout-Brussels pipeline. As indicated at the beginning of this article, the line's terminal point will be in Anderlecht, where the natural gas will be cracked before being distributed to the consumers of Brussels until a new distribution network has been installed. Another company, Silbelgaz, will be responsible for the distribution of the gas in Brussels – but first the existing distribution network will have to be converted, a job which will take some four to six years. There is hardly any need to enlarge upon the difficulties of such an operation.

To revert once more to the special supplement of the *Export Service Bulletin* of November last; in paragraph 4 of this supplement we provided some figures of the production of towns gas in Belgium during 1964. These figures were those prepared for international statistical publications and were based on quantitative calculations at 0° Centigrade and 760 mm Hg. Readers may prefer to have the results of more accurate calculations based on 15° Centigrade and 760 mm Hg, the conditions under which towns gas is actually distributed. These are:

Production of towns gas in Belgium in 1964 (*millions m³*)

For public distribution	
By the coking plants	1,009
By the gas works	602
By the coal mines	120
Refinery gas	158
	1,889
For distribution direct to industry	
By the coking plants	1,273
	3,162
Less net exports	51
Net production available for distribution	3,111

Similarly, the 1964 figures in paragraph 5 of the supplement were provisional and should now be replaced by the following definite figures:

Comparative figures of consumption of towns gas in Belgium (millions m³)

	1964	1963	1962
Domestic users	876·2	798·0	709·1
Commercial users	88·4	87·3	66·2
Industrial users	579·7	553·3	377·8
Public services	66·4	61·3	48·8
TOTAL	1,610·7	1,499·9	1,201·9

	Percentage share of public distribution market			Percentage increase in consumption between 1962 and 1964
Domestic users	54·40	53·20	59·00	23·57
Commercial users	5·49	5·82	5·52	33·53
Industrial users	35·99	36·89	31·44	53·44
Public services	4·12	4·09	4·06	36·07

Rather more detailed particulars of some of the gas-fired domestic appliances of foreign manufacture on sale in Belgium are now available. For the convenience of readers we have compiled a fuller list of this equipment as an appendix to this article; it should be substituted for that shown under section C of the appendix to the special supplement of November last. Readers will doubtless have noticed a printing error in section B of this appendix: the figures of imports referred to 1964 and not 1965. And in the fifth line of paragraph 15 'wall boilers for central heating' should be substituted for 'gas fires'.

We hope that the long list of the competition given in the appendix to this article will not deter the British manufacturer of gas-fired equipment. If the truth be known some of the foreign-made equipment is not all that reliable, and after-sales service could be improved. The competition is severe now, and it will not become less so. But there is going to be an excellent and expanding market in Belgium for all types of gas-operated domestic equipment, and in particular for that used in space heating, central heating and water heating. Belgium is a prosperous country with a high and rising standard of living, and as time passes, more and more Belgians will want to be kept warm with the minimum of trouble (their climate is no better than ours). Now that agreement has been reached between Belgium and the Netherlands on the question of prices, the British manufacturer must not delay in staking his claim to the market.

We in the Commercial Department of the British Embassy in Brussels will do our utmost to help British manufacturers of this equipment. We will try to find them agents, though this may not be easy. If they are interested in forming an association with a Belgian company for assembly or manufacture we shall do our best to arrange preliminary discussions; Belgium welcomes projects of this nature, and the British visitor can be assured of every possible help from Belgian Government departments, banks, and, last, but by no means least, the extremely active British Chamber of Commerce.

If they want to consider the possibility of setting up their own retail sales organization in Belgium, we and the Export Services Branch of the Board of Trade can quickly provide advice on the formation of a company, on the cost of living, on labour questions, and on many other relevant matters.

We even found a first-rate managing director recently for a British firm which wished to set up its own company in Brussels, though this was slightly outside our normal orbit (and, to be honest, we had a certain amount of luck). But it is up to the British manufacturer to make the opening gambit.

APPENDIX — *Particulars of some gas-fired domestic appliances on sale in Belgium*

(There are, of course, already on the market some excellent British items in the following categories of equipment, but these have been excluded in accordance with our normal commercial practice.)

£ = 140 Belgian francs

	kcal/min	Retail price Belgian francs
Kitchen instantaneous water heaters (temperature increase capacity: 50°C)		
Bulex (Belgium)	135/150	2,440– 2,900
Chaffoteaux and Maury (France)	120	2,375– 3,350
Fasto (Netherlands)	135	—
Godesia (Germany)	125	—
Junkers (Germany)	135	—
Renova (Belgium)	100/125	2,430– 2,950
Vaillant (Germany)	135	2,500– 2,550
Bathroom instantaneous water heaters (temperature increase capacity: 25°C)		
Bulex (Belgium)	250/325	4,350– 5,600
Chaffoteaux and Maury (France)	200/250/320/380	4,100– 7,250
ELM (France)	—	—
Fasto (Netherlands)	—	—
Godesia (Germany)	—	—
Junkers (Germany)	250/325/400 (also balanced flue)	—
Renova (Belgium)	250/325/400	4,300– 8,700
Vaillant (Germany)	250/325/400 (also balanced flue)	6,600– 8,200
VDB (Belgium)	—	—
Storage water heaters	litre	
Cipax (Switzerland)	8–200	—
Lauffer (Belgium)	50– 80	—
Renova (Belgium)	60–200	10,900–20,500
Rheem/TMT (Belgium: U.S.licence)	—	2,800–16,000
Thuel and Chassaigne (France)	—	—

Gas cookers (bi-gas variety)	Retail price Belgian francs
Efel (Belgium)	—
Etna (Netherlands)	3,830– 5,430
Far: Ateliers du Rhône (France)	—
Fondéries Bruxelloises (Belgium)	4,490–10,200
Fondéries du Lion (Belgium)	—
Fondéries de Tamines (Belgium)	—
Fopona (Belgium)	—
Forges de Ciney (Belgium)	—
Godin (Belgium/France)	—
Homann (Germany)	5,670– 9,625
Junker and Ruh (Germany)	—
Krefft (Germany)	—
Kupperbusch (Germany)	—
Le Rêve (Switzerland)	—
Nestor Martin (Belgium)	3,250– 9,490
Arthur Martin (France)	—
Oranier (Germany)	10,750
Peeters (Belgium)	7,990–10,930
Reno (Belgium)	—
Scholtes (France)	—
Surdiac (Belgium)	—
Tamines (Belgium)	—
Zoppas (Italy)	—

	kcal/hour	Retail price Belgian francs
Domestic central heating: wall-boilers		
Bulex (Belgium)	12,000– 18,000	15,750– 18,250
Chauffoteaux and Maury (France)	7,000– 18,000	15,700– 22,800
Fasto/Renova (Netherlands/Belgium)	12,000– 27,000	12,700– 18,600
Godesia (Germany)	11,000– 20,000	—
Hydromotrix (France)	—	—
Junkers (Germany)	15,000– 20,000	—
Mecatherm (Belgium)	18,000	—
Saunier-Duval (France)	8,000– 16,000	—
Vaillant (Germany)	15,000– 20,000	—
Domestic central heating: traditional boilers		
Airflam (Switzerland)	—	—
Auer (France)	7,500– 35,000	—
Automatic Gaz (Belgium)	7,800– 78,400	—
Buderus (Germany)	8,000–219,200	—
Calorman (United States)	—	—
Cerac (Belgium)	18,000	—
Chappee (France)	9,500– 23,000	—
Clabe-Therm (Germany)	—	—
La Couvinoise (Belgium)	—	—
Drie-o-gas (Netherlands)	16,000– 56,000	—
Eurogaz (Belgium)	18,000– 30,000	—
Fargas/St. Roch (Belgium: Italian licence)	12,000. 36,000	—
Fortagas (Netherlands)	16,000–100,000	—
Hydrotherm (France)	—	—
Idéal Standard (Belgium)	10,600– 74,200	12,150– 37,500
Loblich (Austria)	8,000–250,000	—
Nimy-Flash (Belgium)	20,000– 30,000	—
Ateliers de Noirat (Belgium)	—	—
Philgaz (Belgium)	10,000– 41,000	—
Poncelet (Belgium)	—	—
Radiagaz (Belgium)	10,000– 50,000	—
Remeha (Netherlands)	10,000– 45,000	—
Socother (Belgium: Swiss licence)	—	—
Tamines (Belgium)	—	—
Thermobongas (Italy)	10,000– 45,000	15,000– 28,440
Thermomatic (Belgium)	8,000–300,000	13,200–156,400
Vap (France)	6,600–200,000	—
Forced warm air generator		
Atid (France)		
Coleman (United States)		
Inalfa (Netherlands)		
Cerac (Belgium)		
Chrysler-Airtemps (United States)		
Magec (Belgium)		
Reznor (United States)		
Theurmavir (France)		
Trane (United States)		
Wanson (Belgium)		

(*Continued on next page*)

TRADE AND FINANCIAL ARRANGEMENTS

UAR (Egypt) and Iraq

ON NOVEMBER 10, 1965, a Protocol amending the 1958 Trade Agreement between UAR and Iraq was concluded. Law No. 164 of 1965 giving effect to this was published in the *Official Gazette* of Iraq on December 4, 1965.

The schedule attached to the Protocol lists further tariff reductions on 19 items which are not already completely exempt from duty. Included are:

Reduced to 50 per cent duty

Tobacco and cigarettes
Toilet preparations
Made-up textiles and clothing
Footwear
Tanned hides
Saloon cars

Reduced to 75 per cent duty

Refrigerators, washing machines and air conditioners
Radio and television sets
Passenger buses
Furniture
Some cotton yarns and textiles.

Inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 462).

UAR (Egypt) and Lebanon

ON OCTOBER 15, 1965, a trade and payments agreement between UAR and Lebanon was concluded in Cairo. The agreement lists products on which customs concessions are to be made by both countries and the relative rates to be applied are quoted.

A copy of the text of the agreement in French as published in the Lebanon is available from Export Services Branch (Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 462).

BELGIAN DOMESTIC APPLIANCES, *continued*

	Heating power in kcal/hour	Retail price Belgian francs
Space-heaters (convectors)		
Auer (France)	3,500– 9,500	—
Chappee (France)	2,300– 5,300	—
Dordrecht (Netherlands)	1,800–10,800	—
Drugasar (Netherlands)	2,000–11,900	4,000– 9,500
Drugabel (Netherlands)	9,000	—
Far (France)	3,000–10,000	—
Flandria (Belgium)	4,000–11,000	4,975–11,210
Fobrux (Belgium)	3,000–15,000	—
Gaggenau (Germany)	4,000–10,000	—
Godin (Belgium/France)	—	—
Horn (Belgium)	2,200–12,950	—
Junkers (Germany)	2,000– 6,000	—
Meurer-Prometheus (Germany)	2,500–10,000	3,870–11,320
Oranier (Germany)	4,000–10,000	—
Stracke (Germany)	3,000–10,000	—
Velie (Netherlands)	3,200–11,200	5,950– 9,150
Vulkan (Germany)	4,000–10,000	5,440– 9,870
Kupperbusch (Germany)	4,000– 6,000	—
Nestor Martin (Belgium: German licence)	4,500–10,000	4,990–10,050
Peeters (Belgium)	4,000–10,000	6,990–12,500
Suspine (Belgium)	4,000–10,000	4,450– 9,100
Vuylsteke (Belgium)	4,500–10,000	—
Well Straler (Belgium)	4,000– 9,000	—
Refrigerators		
Electrolux (Sweden)	—	6,990–11,890
Krefft (Germany)	—	—
Gibir (Switzerland)	—	—
Servel (United States)	—	—

Rumania and East Germany

IT HAS BEEN reported in the Rumanian press that a trade agreement for the period 1966-70 between Rumania and East Germany was signed in Bucharest on January 22.

Under the agreement Rumania will supply East Germany with drilling rigs, oilfield equipment, refinery installations, tractors, machine tools, pumps, electro-technical products, oil products, chemicals, timber and wood products, fresh and tinned fruit and vegetables and various consumer goods. East Germany will supply Rumania with machinery and equipment for the metallurgical, chemical, food and light industries, mining equipment, electro-technical products, precision instruments, vehicles, fertilizers, synthetic rubber, chemicals, textiles, tinned fish and other consumer goods. The Agreement envisages an increase in goods exchanges of 44 per cent over the 5-year period.

A protocol concerning goods exchanges in 1966 was also signed. This envisages an important increase over the volume of trade in 1965.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877) quoting reference CRE 9275G.

East Germany and Bulgaria

IT WAS ANNOUNCED in the *Bulgarian News* on December 21, 1965, that a long-term trade agreement between East Germany and Bulgaria for the period 1966 to 1970 and a protocol for 1966 were signed in Sofia on December 20, 1965. It is envisaged that trade over the five years will be increased by about 27 per cent.

East Germany will export to Bulgaria complete industrial plant and equipment for the production of cement, chemicals and textiles, marine diesel engines, motor cars and lorries, refrigerating railway wagons, diesel and electric locomotives, road building plant, agricultural and printing machinery, tools, rolled ferrous metal, pest control preparations, synthetic rubber, chemicals, fertilizers and consumer goods.

In return Bulgaria will export to East Germany machinery and equipment including electric trucks and hoists, metal cutting machinery, wood-working machinery, ships, industrial, agricultural and textile machinery, fresh fruit and vegetables, fruit juice, wine, tobacco and cellulose.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463) quoting reference CRE 8933 G.

Czechoslovakia and Bulgaria

IT HAS BEEN reported in the Czech press that a trade agreement for the period 1966/70 between Czechoslovakia and Bulgaria was signed at the Zbraslav Castle (near Prague).

The extensive exchange of engineering products provides especially for Czechoslovak exports of machine tools, lorries, electric engines, power generation and mining equipment, textile machinery and measuring equipment. Bulgaria will supply Czechoslovakia with accumulators, electric industrial trucks, electric pulley blocks, machine tools, agricultural machinery and food industry equipment and products of high- and low-current engineering.

Bulgaria will also supply Czechoslovakia with zinc, chemicals, fruit, vegetables, tobacco and wine and will buy from Czechoslovakia rolled material, coke, heat-resistant materials and chemicals.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877), quoting reference CRE 9321/G.

Tunisia and Bulgaria

THE TUNISIAN *Journal Officiel* of January 18-21 published details of the trade agreement of 1964 between Tunisia and Bulgaria as it applies for 1966. The majority of the quotas under the agreement are increased slightly compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 449 or 450).

Pakistan and Bulgaria

THE GOVERNMENTS of Pakistan and Bulgaria have announced an agreement for the exchange of goods between the two countries. Attached to the agreement are two schedules listing the commodities for exchange between the two countries. These are: (a) raw jute, raw cotton, textiles, semi-tanned hides and skins, oil seed cakes, ores, basmati rice and miscellaneous manufactured goods from Pakistan, and (b) cotton textile looms, sub-stations equipment, insulators, chemicals, including pesticides, pharmaceuticals, including vaccines and sera, dyes, fertilizers, cranes and fork-lift trucks, tools and workshop equipment, and electric meter components from Bulgaria.

And further information may be obtained from Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Cuba and Bulgaria

IT WAS ANNOUNCED in the *Bulgarian News* on January 28, 1966, that a protocol for the exchange of goods between Cuba and Bulgaria for 1966 has been signed in Sofia. It provides for an increase of trade of about 13 per cent as compared with 1965.

Cuba will export to Bulgaria, sugar, molasses and other goods, and in return Bulgaria will export to Cuba, complete plants, machinery, equipment, spare parts, chemical products, foodstuffs, etc. Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463) quoting reference CRE 3174 G.

Czechoslovakia and Cuba

IT HAS BEEN reported in the Czech press that a trade protocol for goods exchanges in 1966 has been concluded between Czechoslovakia and Cuba (at the Zbraslar Castle near Prague). It is based on the long-term trade agreement between the two countries for 1966/70, concluded in Havana last October. The deliveries of goods this year will be 17 per cent higher than in 1965, Cuba will export to Czechoslovakia sugar, copper concentrate, nickel, manganese and chrome ores, glycerin, tobacco, cigarettes, cigars, tropical fruit, tinned fruit, rum and other goods. Czechoslovakia will export to Cuba mainly investment units, machines and machinery equipment; lorries and spare parts, diesel engines, machine tools, spare parts for tractors, agricultural machines, tyres, medical instruments, accessories and spare parts for textile machinery, fire-resistant products, malt, hops, chemicals and pharmaceutical products.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877) quoting reference CRE 2696G.

Czechoslovakia and Ghana

TWO AGREEMENTS extending economic co-operation between Czechoslovakia and Ghana have been signed in Prague, according to a recent Czech press report.

One, a supplementary protocol to the long-term trade agreement of 1961, establishes the arrangements for goods exchanges in 1966. Czechoslovakia will supply to Ghana engineering products, investment units, tractors, cars, textiles, footwear, malt, hops and costume jewellery. She will also complete the construction of a sugar refinery at Komenda and a shoe factory. Czech imports from Ghana will include exotic timber, oil seeds, tobacco and an increased quantity of cocoa beans. To facilitate the expansion of trade, the credit limit granted by Czechoslovakia to Ghana will be doubled.

The second was a protocol adjusting some of the terms of the 1961 agreement on economic co-operation. Within the scope of the agreement, Czechoslovakia will supply Ghana with a factory for the production of ceramics and with installations for water economy.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877) quoting reference CRE 8597 G.

Austria and USSR

THE BRITISH EMBASSY in Vienna has reported that official confirmation has been given to the Austro-Soviet five-year Trade Agreement signed in Vienna on July 14, 1965. The Agreement is effective from January 1, 1966, to December 31, 1970.

The total volume of trade in both directions is expected to reach $130 million in 1966, an increase of between 15 and 20 per cent. The most important commodities to be exported from Austria will be industrial equipment and machinery, 'rolled products', cable, cigarette paper, rayon, various textile goods, shoes, chemicals and breeding stock. The principal Austrian imports from Russia will be hard coal and coke, crude oil, iron ore, fodder, cereals, hides, cotton, chemicals and machinery.

The English text of the Agreement, and the quota lists, may be seen at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458, 459).

Morocco and USSR

THE MOROCCAN *Bulletin Officiel* of January 19 announced the signing on November 30, 1965, of a three-year trade agreement between Morocco and USSR.

Moroccan exports to USSR for the year 1966 will include citrus fruit, cork, cotton, wool, wines and handicraft products. USSR exports to Morocco in return will include machine tools, earth-moving machinery, textile machinery, tractors and motor cars, aircraft, iron and steel products, crude petroleum, cotton fabrics, sewing machines and electrical equipment.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479, 480 or 481).

Tunisia and USSR

THE TUNISIAN *Journal Officiel* of January 18-21 published details of the long-term trade agreement of 1962 between Tunisia and USSR as it applies for 1966. A number of quotas under the agreement show increases compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479, 480 or 481).

Rumania and Hungary

IT HAS BEEN announced in the Rumanian press that a trade agreement for the period of 1966/70 between Rumania and Hungary was signed in Bucharest on January 25.

Under the agreement Rumanian exports to Hungary will include oil drilling and extraction equipment, machinery and equipment for the building industry, machine tools, radio spare parts and semi-conductors, chemical products, tyres, timber and wood products, building materials, salt, furniture and some other consumer goods. In exchange, Hungary will export to Rumania machine tools, electrical machinery and equipment, equipment for the food industry, machinery for the manufacture of electric bulbs, radio equipment, ballbearings, medical instruments, steel and aluminium products, refractory bricks, drugs and pharmaceuticals, cotton fabrics and consumer goods. The Agreement envisages an increase of more than 20 per cent over the volume of trade provided for in the previous Agreement.

A protocol for goods exchanges in 1966 was also signed.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877) quoting reference CRE 7421G.

Italy and Pakistan

THE ITALIAN Ministry of Foreign Trade announces that the trade agreement between Italy and Pakistan signed in January 1961 has been tacitly renewed for a further year.

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section) Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4, (Tel. City 5757, Ext. 449, 450) quoting CRE 5132 G.

(Continued on next page)

TRADE AND FINANCIAL ARRANGEMENTS, *continued*

Italy and Iran

THE Italian Ministry of Foreign Trade announces that the trade agreement between Italy and Iran signed in Rome on January 29, 1958, has been tacitly renewed for a further year from February 10, 1966, with no change from the quotas established in 1963.

The Italian text of the quotas can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 16283/G.

South Korea and Australia agreement

IT WAS ANNOUNCED in the *Korean News*, January 1966, that a Korea-Australia trade agreement was formally signed on September 21, 1965, in Seoul. The signing of the agreement is primarily designed to correct the existing trade imbalance between the two countries and is the first of its kind to be concluded between Korea and a British Commonwealth member.

The agreement will enable Korea to export to Australia 30 items including fish products and preparations, Kolinsky pelts, raw silk and iron pipe and to import from Australia 21 items including raw wool, wool tops, raw sugar and wheat. Under the agreement, the two countries will grant to each other most-favoured-nation treatment and avoid discrimination in control matters.

Tunisia and Poland

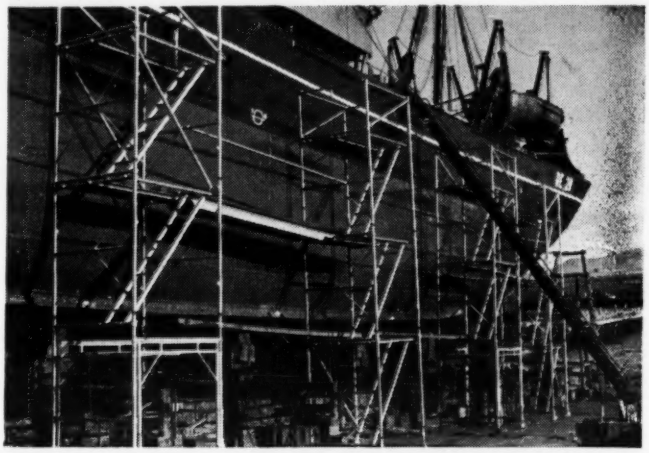
THE TUNISIAN *Journal Officiel* of January 18-21 published details of the long-term trade agreement of 1964 between Tunisia and Poland as it applies for 1966. A number of the quotas under the agreement show increases compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 449 or 450).

Hints to businessmen visiting Tunisia and the United States

REVISED EDITIONS of the booklets on Tunisia and the United States have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room F56, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. CITy 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.



Martin Thomas Limited, lightweight staging and access equipment designers and manufacturers of Southall, Middlesex, recently manufactured and shipped an order to a slip-way firm in Iceland. The order, which was in excess of £3,000, *was for docking equipment. The slip-way dock, which replaces the now out-dated wooden scaffolding, was ordered by Slippfelagid in Reykjavik.*

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A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

Sheer dredgery

Dredging is an endless, costly chore, but a necessary one if channels are to be kept open and free from silt.

The behaviour of silt has long troubled port authorities everywhere and prevented dredging from being a precise operation.

But scientists at the British Transport Docks Board Research Centre, at Southall, have now developed an ingenious device called the Turbidity Monitor.

This continuously and accurately measures and records silt concentrations over long periods. The data it provides will enable port authorities to plan and execute their dredging operations more efficiently and economically.

No less important is the continuing research into operational techniques at Docks Board ports. O & M specialists analyse every aspect of cargo-handling and new techniques are being evolved which will supersede the more traditional methods.

By allocating top priority to research, the Docks Board is responding energetically to the call for improving port facilities to match the urgent needs of the nation today.

British Transport Docks Board
A NATIONWIDE PORTS SERVICE

AYR, BARROW, BARRY, BURNTISLAND, CARDIFF, FLEETWOOD, GARSTON, GOOLE, GRANGEMOUTH, GRIMSBY & IMMINGHAM, HARTLEPOOLS, HULL, KING'S LYNN, LOWESTOFT, METHIL, MIDDLESBROUGH, NEWPORT, PLYMOUTH, PORT TALBOT, SILLOTH, SOUTHAMPTON, SWANSEA, TROON.

Melbury House, Melbury Terrace, London N.W.1. HUNter 6621

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

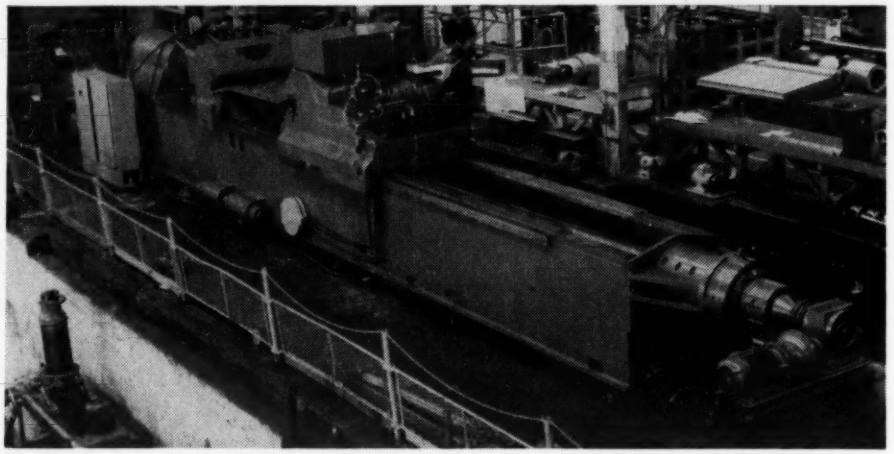
Ministry of War:
(31/66) Electrical Power Station March 2. E.S.B. 5629/66.
(31/66) Construction of Factory. May 12. E.S.B. 5646/66.

AUSTRALIA

Capricornia Regional Electricity Board:
(30/66) Transformers. March 11. E.S.B. 5610/66.*
(31/66) Coal Handling Plant. March 9. E.S.B. 5620/66.
(30/66) Transformers for Electricity Trust of South Australia. April 19. E.S.B. 5622/66.
Melbourne City Council:
(27/66) Ammeters. March 2. E.S.B. 4976/66.
(27/66) Electrical Equipment. March 2. E.S.B. 4977/66.
Postmaster-General's Department:
(31/66) Oscillators. (Further Information.) E.S.B. 1972/66.*
(31/66) Crockery. March 3. E.S.B. 5619/66.*
State Electricity Commission of Victoria:
(27/66) Test Bench. March 21. E.S.B. 4974/66.
(27/66) Wall and Roof Bushings. March 7. E.S.B. 4975/66.
Wide Bay-Burnett Regional Electricity Board:
(29/66) Transformers. March 2. E.S.B. 5473/66.
(31/66) Transformers. (Further Information.) Tender documents now available. E.S.B. 5473/66.

BURMA

(27/66) Pipes and Fittings for Construction Stores Corporation. March 10. E.S.B. 4971/66.*
(25/66) Vehicle Spare Parts for People's Stores Corporation. March 8. E.S.B. 4968/66.*



The £30,000 400-ton hydraulic stretching machine which has been supplied by Fielding and Platt Ltd. to Yugoslavia, seen in the Gloucester works of the company just before despatch.

Trade Corporation:
(25/66) Pipes and Fittings. March 31. E.S.B. 4969/66.*
(27/66) Storage Tanks. March 31. E.S.B. 4970/66.*
(27/66) Storage Tanks. March 31. E.S.B. 4967/66.*

CANADA

(28/66) Installation of Water Mains for Blue River Water Works District. April 11. E.S.B. 5175/66.
British Columbia Hydro Power Authority:
(31/66) Substation Equipment. April 26. E.S.B. 5633/66.
(31/66) Electrical Equipment. April 26. E.S.B. 5680/66.

CEYLON

(30/66) Steel for Ceylon State Hardware Corporation. March 30. E.S.B. 5494/66.*
(30/66) Lawn Mowers for River Valleys Development Board. March 22. E.S.B. 5495/66.

COLOMBIA

(28/66) Water Purification Plant for Empresas Municipales de Cali. May 20. E.S.B. 5176/66.
(30/66) Fork Lift Trucks and Tractors for Empresa Puertos de Colombia. March 15. E.S.B. 5630/66.

COSTA RICA

(27/66) Storage Batteries for Instituto Costarricense de Electricidad. March 7. E.S.B. 5117/66.*

CYPRUS

(30/66) Cables for Electricity Authority of Cyprus. March 7. E.S.B. 5498/66.*

(UAR) EGYPT

Egyptian Railways:
(25/66) Tool Steel. March 5. E.S.B. 4935/66.
(25/66) Chains and Tensioners. March 7. E.S.B. 4936/66.
(25/66) Hand Tools: Diamond Dressers. March 14. E.S.B. 4937/66.
(25/66) Grinding Wheels, etc. March 24. E.S.B. 4938/66.

FORMOSA

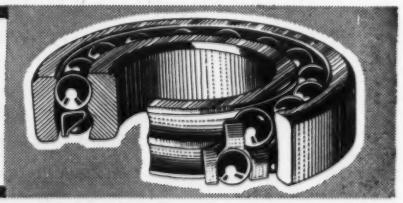
Central Trust of China:
(29/66) Mild Steel Channels. March 9. E.S.B. 5416/66.*
(29/66) Steel Chains. March 10. E.S.B. 5417/66.*
(29/66) Eye Wash and Drench Shower Units. March 8. E.S.B. 5421/66.*
(29/66) Steel Plates and Bars. March 11. E.S.B. 5418/66.*
(29/66) Carbon Steel Plates. March 9. E.S.B. 5419/66.*
(29/66) Gate Valves. March 11. E.S.B. 5422/66.*
(29/66) Bunting. March 8. E.S.B. 5420/66.*
(29/66) Axle Steel. March 8. E.S.B. 5442/66.*
(29/66) M.S. Round Bars. March 10. E.S.B. 5443/66.*
(29/66) Valves. March 9. E.S.B. 5444/66.*
(29/66) Steel Tubes. March 8. E.S.B. 5446/66.*
(30/66) Steel Rod and Plate. March 9. E.S.B. 5441/66.*
(30/66) Insulating Materials. March 8. E.S.B. 5445/66.*
(30/66) Welding Electrodes. March 9. E.S.B. 5447/66.*
(30/66) Pipeline Materials. March 7. E.S.B. 5448/66.*
(30/66) Truck. March 7. E.S.B. 5449/66.*
(30/66) Boiler Cleaning. March 12. E.S.B. 5609/66.
(30/66) Zinc Plate. March 5. E.S.B. 5608/66.*
(30/66) Air Compressors. March 11. E.S.B. 5791/66.*
(30/66) Electro-plating Equipment. March 11. E.S.B. 5792/66.*
(30/66) Pneumatic Conveyor. March 8. E.S.B. 5612/66.*
(30/66) Industrial Chemicals. March 9. E.S.B. 5611/66.*
(30/66) Corrosion Check Instrument. March 10. E.S.B. 5607/66.*

FRANCE

(30/66) Timber, Hardboard for SHAPE, Paris. March 15. E.S.B. 5475/66.*

GREECE

Institute of Social Insurance:
(27/66) Reagents and Pharmaceuticals. March 3. E.S.B. 5137/66.*

BALL and ROLLER BEARINGS
CLAUDE RYE BEARINGS
895-921 FULHAM RD LONDON SW6
RENOWN 6174 TELEX 23453


(27/66) Electro-encephalograph Units. March 8. E.S.B. 5138/66.*
(27/66) Surgical Instruments. March 8. E.S.B. 5139/66.*
(29/66) Laboratory Equipment. March 15. E.S.B. 5451/66.*

HONG KONG

Government Stores Department:
(31/66) Welding Electrodes. March 11. E.S.B. 5617/66.*
(31/66) Toilet Paper. March 4. E.S.B. 5616/66.*
(29/66) Hydrated Lime for Tender Board, Government Offices. March 4. E.S.B. 5472/66.*

INDIA

(25/66) Gamma Radiography Unit for Beas Purchase Organisation. (Further Information.) Tender documents now available. E.S.B. 1458/66.*
(27/66) Tanker Dome Fittings for Bharat Heavy Electricals Ltd. March 15. E.S.B. 4620/66.
(27/66) Electrification Project for Bombay Port Trust. (Further Information.) E.S.B. 1437/66.*
(29/66) Tool Steel for Chittaranjan Locomotive Works. March 4. E.S.B. 5158/66.
Directorate General of Supplies and Disposals:
(27/66) Steel Plates. March 2. E.S.B. 4934/66.*
(31/66) Tin Ingots. March 30. E.S.B. 5632/66.
Hindustan Aeronautics Ltd.:
(27/66) Scientific Equipment. March 4. E.S.B. 5128/66.
(31/66) Cranes. March 8. E.S.B. 5650/66.
(31/66) Dynamometers. March 22. E.S.B. 5656/66.
(28/66) Slag Granulation Plant for Hindustan Steel Ltd. March 30. E.S.B. 5159/66.
Indian Telephone Industries Ltd.:
(31/66) Copper and Zinc. April 4. E.S.B. 5660/66.
(31/66 Plug Assemblies. March 14. E.S.B. 5664/66.
(31/66) Nickel Silver Strips. April 4 .E.S.B. 5663/66.
(31/66) Steel. April 11. E.S.B. 5662/66.
(31/66) Carbon Granules. (Further Information.) Tender documents now available. E.S.B. 2671/66.*
(31/66) Dam Construction for Public Works Department. March 15. E.S.B. 5613/66.
(28/66) Control Cables for Punjab State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 1487/66.*

IRAQ

Central Foreign Purchasing Board:
(29/66) Viomycin. March 13. E.S.B. 5404/66.
(29/66) Communications Equipment. March 27. E.S.B. 5405/66.
(29/66) Tinplate for Government Oil Refineries. March 12. E.S.B. 2920/66.
Iraqi Ports Administration:
(29/66) Steel Poles. March 17. E.S.B. 5196/66.*
(29/66) Street Lighting Fittings. March 3. E.S.B. 5197/66.*
(29/66) Copper Conductors. March 3. E.S.B. 5198/66.*
(31/66) Removal of Sunken Wreck. May 9. E.S.B. 5623/66.
(28/66) Construction of Sugar Factory for Ministry of Agriculture. (Further Information.) Tender documents and drawings now available. E.S.B. 44548/65.*
Ministry of Health:
(29/66) Ampoules. March 13. E.S.B. 5402/66.
(29/66) Suction Pumps and Accessories. March 27. E.S.B. 5403/66.
Ministry of Municipal and Rural Affairs:
(28/66) Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 2211/66.*
(29/66) Isolator Switches. March 7. E.S.B. 5407/66.
(29/66) Construction of Multi-Storey Building for Ministry of Oil. June 1. E.S.B. 5401/66.

JAPAN

Tokyo-Nagoya Expressway:
(27/66) Road Construction. (Requalification Information.) E.S.B. 4075/66.*
(27/66) Road Construction. (Prequalification Information.) E.S.B. 5130/66.*
(30/66) Penstocks for Electric Power Development Co., Ltd. April 11. E.S.B. 5500/66.

JORDAN

(31/66) Water Distribution Project for Central Water Authority. March 16. E.S.B. 5645/66.*

KENYA

(30/66) Telephone Exchange for East African Posts and Telecommunications Administration. (Further Information.) April 5. E.S.B. 4085/66.
(30/66) Fork Lift Truck for Post Office Tender Board. March 14. E.S.B. 5601/66.*

KUWAIT

Central Tenders Committee:
(29/66) Constructional Project. March 16. E.S.B. 5194/66.
(29/66) Sewage Suction Vehicles. March 6. E.S.B. 5192/66.

Mr. Frank Myerscough, of the Special Projects Division of Platt Bros. (Sales) Ltd., whose car is being loaded into the Southend Air Ferry on the second stage of the 1,500 mile journey to Rumania. Mr. Myerscough is to act as site manager and supervise the machinery erection of a £1 million contract for a 65,000 spindle mill for the production of combed cotton yarn for the Ministry of Light Industry at Jassy, North Rumania.

LIBYA

(30/66) Construction of School and Houses for Central Tenders Board. March 14. E.S.B. 5439/66.
(29/66) Laboratory Furniture for University of Libya. April 6. E.S.B. 5437/66.

MALAGASY REPUBLIC

Directeur-General de la Samangoky:
(28/66) Construction Project. April 25. E.S.B. 5161/66.*
(28/66) Contractors Plant. April 25. E.S.B. 5162/66.
(28/66) Road Construction. March 28. E.S.B. 5163/66.*
(29/66) Cement Factory Project for Bureau de Developpement Industriel (Prequalification). Apply by March 15. E.S.B. 3604/66.*

MALAYSIA

(31/66) Miscellaneous Vehicles for Central Tenders Board. March 7. E.S.B. 5627/66.*
(28/66) Cables for National Electricity Board. April 1. E.S.B. 5152/66.
(27/66) Building Project for Public Works Department. March 5. E.S.B. 5116/66.

MALTA

Director of Contracts:
(27/66) Asbestos Cement Pipes and Specials. March 9. E.S.B. 5141/66.*
(27/66) Paper. March 9. E.S.B. 5140/66.*

NEW ZEALAND

(31/66) Cloth for Director General of Health. March 17. E.S.B. 5624/66.*
General Post Office:
(27/66) Capacitors. March 4. E.S.B. 4929/66.*
(27/66) Communication Equipment. April 13. E.S.B. 4990/66.*
(27/66) Electrical Equipment. March 8. E.S.B. 4991/66.*
(27/66) Loudhailers. March 3. E.S.B. 5123/66.*
(27/66) Tape. March 9. E.S.B. 4992/66.*
(27/66) Radio Receiver. April 7. E.S.B. 5124/66.*
(27/66) Structural Steel for Ministry of Works. April 26. E.S.B. 5125/66.

NORWAY

Norwegian Water Resources and Electricity Board.
(29/66) Conductor. March 14. E.S.B. 5466/66.
(29/66) Insulators. March 21. E.S.B. 5465/66.

PAKISTAN

(29/66) M.S. Plates for Karachi Shipyard and Engineering Works Ltd. March 15. E.S.B. 5453/66.

SINGAPORE

(28/66) Switchgear for Public Utilities Board. March 8. E.S.B. 5253/66.*

SOUTH AFRICA

Cape Provincial Tender Board:
(30/66) Solid Fuel Cooking Range. March 4. E.S.B. 5478/66.*
(30/66) Crockery. March 8. E.S.B. 5476/66.*
(30/66) Laundry Equipment. March 8. E.S.B. 5480/66.*
(30/66) Shot Exploder and Continuity Tester. March 8. E.S.B. 5481/66.*
(31/66) Transformers for Durban City Council. March 18. E.S.B. 5644/66.*
South African Railways:
(29/66) Lathes. March 18. E.S.B. 5412/66.*
(30/66) Grinding Machines. March 18. E.S.B. 5410/66.*
(30/66) Grinding Machines. March 18. E.S.B. 5411/66.*
(31/66) Punching Machines. March 25. E.S.B. 5636/66.*
State Tender Board:
(28/66) Hack Saw Machine. March 3. E.S.B. 5177/66.*
(28/66) Rolled Steel Joist. March 3. E.S.B. 5179/66.*
(28/66) Laboratory Equipment. March 4. E.S.B. 5182/66.*
(29/66) Ventilating Units. March 3. E.S.B. 5178/66.*
(29/66) Steel Wire. March 3. E.S.B. 5181/66.*
(29/66) Gear Cutters. March 3. E.S.B. 5180/66.*
(29/66) Measuring Equipment. March 8. E.S.B. 5188/66.*
(29/66) Steel Food Containers. March 7. E.S.B. 5187/66.*
(29/66) Frequency Conversion Units. March 9. E.S.B. 5200/66.*

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SPAIN

Ministerio de Obras Publicas:
(30/66) Trucks. March 4. E.S.B. 5424/66.*
(30/66) Vibratory Compactors. March 4. Tender documents (in Spanish) available. E.S.B. 5426/66.*
(30/66) Snowploughs. March 4. Tender documents (in Spanish) available. E.S.B. 5433/66.*
(30/66) Motor Graders. March 4. Tender documents (in Spanish) available. E.S.B. 5428/66.*
(30/66) Tractors. (Pre-qualification.) March 4. Tender documents (in Spanish) available. E.S.B. 5431/66.*
(30/66) Motor Graders. (Pre-qualification.) March 4. Tender documents (in Spanish) available. E.S.B. 5429/66.*
(30/66) Trucks. (Pre-qualification.) March 4. Tender documents (in Spanish) available. E.S.B. 5423/66.*
(30/66) Radio Telephone Repeater Stations. March 4. Tender documents (in Spanish) available. E.S.B. 5435/66.*
(30/66) Crushing Machines. (Pre-qualification.) March 4. Tender documents (in Spanish) available. E.S.B. 5432/66.*
(30/66) Loaders. (Pre-qualification.) March 4. Tender documents (in Spanish) available. E.S.B. 5427/66.*
(30/66) Workshop Vans. March 4. Tender documents (in Spanish) available. E.S.B. 5436/66.*
(30/66) Harvesters. (Pre-qualification.) March 4. Tender documents (in Spanish) available. E.S.B. 5430/66.*
(30/66) Vibratory Compactors. March 4. Tender documents (in Spanish) available. E.S.B. 5425/66.*
(30/66) Radio-Telephone Equipment. (Pre-qualification.) March 4. Tender documents (in Spanish) available. E.S.B. 5434/66.*

SUDAN

(28/66) Transformers for Central Electricity and Water Administration. March 3. E.S.B. 5252/66.*
Ministry of Irrigation and Hydro-Electric Power:
(27/66) Pumping Equipment. March 31. E.S.B. 4984/66.*
(27/66) Pumping Equipment. March 31. E.S.B. 4982/66.*
(27/66) Pumping Equipment. March 31. E.S.B. 4983/66.*

SYRIAN ARAB REPUBLIC

(27/66) Cable for Syrian General Electric Authority. March 3. E.S.B. 5119/66.

THAILAND

(27/66) Line Guard for Metropolitan Electricity Authority. March 14. E.S.B. 4996/66.*
State Railways of Thailand:
(27/66) Cable. March 8. E.S.B. 5111/66.
(27/66) Steel Wheels and Axles. March 21. E.S.B. 5113/66.

TRINIDAD AND TOBAGO

(29/66) Dental Requisites for Ministry of Health and Housing. March 4. E.S.B. 5474/66.*

TURKEY

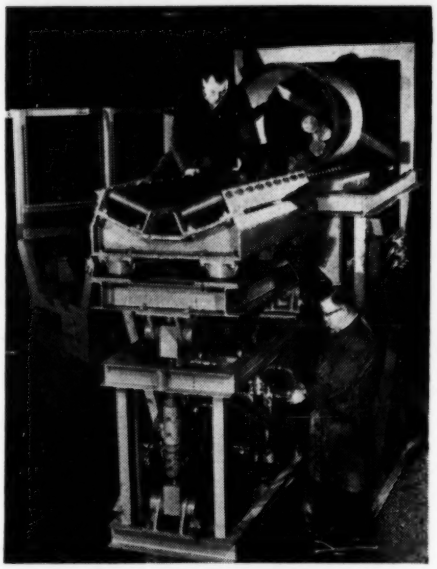
(29/66) NATO – Supply and Installation of Multiplex Equipment for the Turkish Authorities. Apply before March 10. G.D. 303/66.
(27/66) Air Regulator for Petrol Office. March 7. E.S.B. 4987/66.*
(27/66) Dump Trucks for State Highways Department. March 3. Tender documents (in Turkish) available. E.S.B. 4960/66.*
State Hydraulic Works:
(25/66) Excavators. March 3. E.S.B. 4947/66.*
(25/66) Dumpers. March 4. E.S.B. 4948/66.*
(30/66) Beacon Lanterns for Turkish Maritime Bank. March 2. E.S.B. 5605/66.*
(27/66) Chemical for Turkiye Zirai Donatim Kurumu. March 3. E.S.B. 4959/66.*

UNITED STATES OF AMERICA

(27/66) Generators for United States Army Engineer District. March 10. E.S.B. 4962/66.

VENEZUELA

(29/66) Pumping Station Equipment for Venezuelan National Institute of Waterworks. March 4. E.S.B. 5165/66.



Final inspection at the works of New Conveyor Co. Ltd., a TI company, Smethwick, of a hydraulic coil 'lift and tilt' unit for the Bulgarian State Industrial Enterprise. The unit will handle coils of non-ferrous metal strip produced on rolling mills supplied by WHA. Robertson and Co. Ltd., Bedford, in a Tube Investments export contract worth £1½ million.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Australia
(29/66) Agency inquiry for curtain fabrics; mattress ticking; towels. E.S.B. 24743/65.
(30/66) Agency inquiry for brushes; stationery. E.S.B. 5784/66.
(28/66) Inquiry for commercial vehicles. E.S.B. 4431/66.
(28/66) Inquiry for electrical domestic appliances. E.S.B. 4526/66.
(28/66) Inquiry for packaging machinery. E.S.B. 4821/66.
(29/66) Inquiry for dressing table and manicure sets; costume jewellery. E.S.B. 3643/66.
(29/66) Inquiry for public address equipment; TV and hi-fi equipment. E.S.B. 4477/66.
(30/66) Manufacture or distribution under licence in Britain – hydraulic powered toilet exhaust fan. E.S.B. 5061/66.

Austria
(27/66) Agency inquiry for clothing. E.S.B. 4206/66.

Bahamas
(28/66) Inquiry for cement; colour; moulds and forms; garden furniture and planters; reinforcing bars. E.S.B. 4402/66.

Bahrain
(25/66) Inquiry for electric furnace; machinery for making ornaments; textiles. E.S.B. 4214/66.
(29/66) Inquiry for furniture. E.S.B. 4546/66.

Bolivia
(25/66) Inquiry for cloth; hand tools; hardware. E.S.B. 3908/66.
(25/66) Inquiry for motor cycles; scooters. E.S.B. 46536/65.
(30/66) Inquiry for plant for making enamelled kitchenware. E.S.B. 43428/65.

Bulgaria
(30/66) Foreign Trade Organization. C.R.E. 12497/G.

Burma
(28/66) Inquiry for radio telephone equipment. E.S.B. 4543/66.

Canada
(25/66) Agency inquiry for outer and underwear. E.S.B. 4353/66.
(29/66) Agency inquiry for mining equipment. E.S.B. 4481/66.
(29/66) Agency inquiry for pulp and paper machinery and equipment. E.S.B. 4483/66.
(31/66) Agency inquiry for electrical fixtures, materials and tools. E.S.B. 5326/66.
(25/66) Inquiry for copper coils; drilling equipment; heating tanks; tube bending equipment. E.S.B. 4577/66.
(27/66 Inquiry for automation equipment; electronic and electrical equipment and components; industrial weighing systems. E.S.B. 4415/66.
(27/66) Inquiry for cosmetic and toilet articles; pharmaceutical products. E.S.B. 5374/65.
(27/66) Inquiry for packaging machinery and materials. E.S.B. 4269/66.
(30/66) Inquiry for ampoules. E.S.B. 4574/66.

Chile
(28/66) Six Year Plan. C.R.E. 16120/G.

Cyprus
(27/66) Agency inquiry for nursery lights. E.S.B. 4329/66.

Czechoslovakia
(29/66) Trade Agreement. C.R.E. 5429/G.

Denmark
(30/66) Agency inquiry for piece-goods. E.S.B. 4568/66.
(30/66) Inquiry for fish roe. E.S.B. 4553/66.

Denmark/The Malagasy Republic
(28/66) Trade Agreement. C.R.E. 16130/G.

Dubai
(25/66) Agency inquiry for detergents; edible oils; toilet paper. E.S.B. 4130/66.

Ethiopia
(29/66) Inquiry for office equipment. E.S.B. 3530/66.

Finland
(29/66) Agency inquiry for cosmetics. E.S.B. 4563/66.
(30/66) Agency inquiry for gifts. E.S.B. 4758/66.

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(30/66) Agency inquiry for textiles. E.S.B. 43407/65.
(30/66) Inquiry for floor coverings; locks and hinges. E.S.B. 4759/66.
(30/66) Inquiry for plastic tarpaulin sheeting. E.S.B. 3857/66.

France
(29/66) Agency inquiry for piece-goods. E.S.B. 4449/66.
(29/66) British Week in Lyons. E.S.B. 4891/66.
(30/66) Inquiry for dried vegetables. E.S.B. 4895/66.
(30/66) Inquiry for scientific and industrial equipment. E.S.B. 5254/66.
(31/66) Inquiry for scientific equipment. E.S.B. 35819/65.

Germany, Federal Republic of
(28/66) Agency inquiry for dresses and skirts. E.S.B. 4433/66.
(30/66) Agency inquiry for bed sets and carpets. E.S.B. 5225/66.
(30/66) Agency inquiry for machine tools. E.S.B. 4479/66.
(31/66) Agency inquiry for domestic hardware. E.S.B. 5511/66.
(28/66) Import opportunity – potatoes. C.R.E. 66/65.
(30/66) Inquiry for moped lights. E.S.B. 4829/66.
(31/66) Import Regulations for Fresh Meat. C.R.E. 10156/G. T.A.Y. 33665.

Hong Kong
(30/66) Inquiry for motor car accessories. E.S.B. 4750/66.

India
(29/66) Industrial Development. E.S.B. 4745/66.

Iran
(25/66) Agency inquiry for animal foodstuffs; chemicals; dental and medical equipment; fertilizers; laboratory equipment; pharmaceuticals. E.S.B. 4322/66.
(27/66) Agency inquiry for automatic switchboards; cable; pining; solder; stationery items; water meters; wire. E.S.B. 4411/66.
(30/66) Agency inquiry for machines for making electrodes, and nuts and bolts. E.S.B. 4898/66.
(27/66) Inquiry for machinery for making copper tubing. E.S.B. 1530/66.

Iraq
(27/66) Agency inquiry for constructional materials; sanitary ware and fittings. E.S.B. 4363/66.
(27/66) Agency inquiry for metal furniture components and materials; materials for plastic floor and table coverings. E.S.B. 4330/66.
(27/66) Inquiry for cable, wire and accessories; milling machinery; sinks. E.S.B. 4297/66.
(31/66) Inquiry for asphalt pipe making plant. E.S.B. 5327/66.

Israel
(25/66) Agency inquiry for batteries. E.S.B. 4197/66.
(25/66) Agency inquiry for warp knitting beams. E.S.B. 4790/66.
(28/66) Agency inquiry for telephone dialling machines. E.S.B. 4404/66.
(29/66) Agency inquiry for machine tools; metal working machinery; non-ferrous metals; wire. E.S.B. 4507/66.
(31/66) Agency inquiry for copper and brass; steel; tin plate. E.S.B. 5532/66.

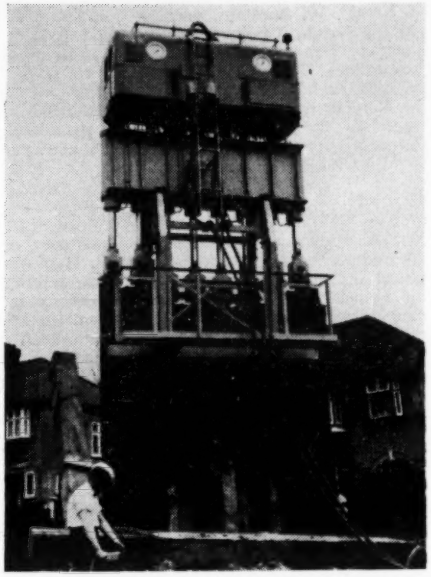
Italy
(27/66) Agency inquiry for agricultural foodstuffs, implements and machinery; poultry farm equipment; prefabricated buildings. E.S.B. 4307/66.
(28/66) Agency inquiry for chocolates. E.S.B. 4428/66.
(29/66) Agency inquiry for art prints; hair and wigs; perfume atomisers. E.S.B. 4551/66.
(29/66) Agency inquiry for chamois leather; motor car spare parts. E.S.B. 4457/66.
(30/66) Agency inquiry for domestic appliances; heaters. E.S.B. 4236/66.

Jamaica
(28/66) Inquiry for heat-sealing machinery; textiles. E.S.B. 4414/66.

Japan
(27/66) Agency inquiry for toys. E.S.B. 3916/66.
(27/66) Inquiry for carton packaging machinery. E.S.B. 4258/66.

Kenya
(29/66) Agency inquiry for shirtings. E.S.B. 4454/66.
(30/66) Agency inquiry for adhesives; canvas cloth; cutlery; drinking glasses; pyjamas; roofing felt; ties and handkerchiefs; tools. E.S.B. 5093/66.
(30/66) Agency inquiry for bearings. E.S.B. 4764/66.

Lebanon
(30/66) Agency inquiry for consumer goods; cosmetics and soaps; giftware; leatherware articles; piece-goods. E.S.B. 4595/66.
(28/66) Inquiry for hospital equipment and materials. E.S.B. 4270/66.
(30/66) Inquiry for tractors. E.S.B. 5606/66.



An order has been received from Mitsubishi Heavy Industries Ltd. of Japan, for the British-made silent pile driver – The Taywood Pilemaster – developed by Taylor Woodrow Construction Ltd., of London, and seen here in operation at a London site recently. Under a licensing agreement a similar pile driver is to be forwarded shortly after being specially adapted for the Japanese electrical system, together with technical, manufacturing and operational details. This is the first export order although inquiries are in hand from a number of other countries.

Luxembourg
(31/66) Inquiry for prefabricated flooring systems; window frames. E.S.B. 46775/65.

Netherlands
(30/66) Agency inquiry for heating apparatus control equipment. E.S.B. 5234/66.
(31/66) Agency inquiry for builders' articles; domestic hardware; sanitary appliances and fittings; tools. E.S.B. 5372/66.

Nigeria
(25/66) Inquiry for gaming equipment. E.S.B. 3841/66.

Pakistan
(28/66) Inquiry for furniture making equipment. E.S.B. 5222/66.

Philippines, Republic of the
(29/66) Inquiry for liquid handling equipment. E.S.B. 4596/66.

Poland
(27/66) New Foreign Trade Enterprise. E.S.B. 4868/66.

Portugal
(30/66) Agency inquiry for agricultural machinery and implements; motor car accessories. E.S.B. 4900/66.
(25/66) Agency inquiry for aircraft control equipment and landing system; industrial equipment; water treatment equipment. E.S.B. 4227/66.
(25/66) Agency inquiry for car accessories; cables. E.S.B. 4177/66.
(30/66) Agency inquiry for adding machines; radio and television sets; torches. E.S.B. 5224/66.
(30/66) Agency inquiry for electro-domestic apparatus; glassware; household goods; porcelain. E.S.B. 5273/66.
(30/66) Agency inquiry for gloves; thermometers. E.S.B. 5223/66.
(30/66) Agency inquiry for plastic decoration and upholstery materials. E.S.B. 5218/66.
(30/66) Agency inquiry for tools for cars and service stations. E.S.B. 4896/66.
(28/66) Inquiry for equipment for fishing vessels. E.S.B. 4539/66.

Rumania
(28/66) Inquiry in respect of glass factory. E.S.B. 5055/66.

Sierra Leone
(29/66) Inquiry for baking supplies. E.S.B. 5288/66.

South Africa
(29/66) Agency inquiry for goggles; motor car accessories. E.S.B. 4736/66.
(30/66) Agency inquiry for domestic hardware; fancy goods. E.S.B. 5059/66.
(30/66) Agency inquiry for fancy goods; gift items. E.S.B. 4899/66.
(30/66) Agency inquiry for yarns. E.S.B. 4824/66.

Spain
(28/66) Machine tools exhibition. E.S.B. 4701/66.

Sweden
(25/66) Agency inquiry for transmission boxes. E.S.B. 602/66.
(29/66) Agency inquiry for car washing machines. E.S.B. 4544/66.
(29/66) Agency inquiry for ships' fittings and components: wire rope. E.S.B. 4445/66.
(31/66) Agency inquiry for plush fabrics. E.S.B. 5512/66.
(27/66) Inquiry for spinning spools. E.S.B. 3630/66.

Switzerland
(25/66) Agency inquiry for coats; dresses. E.S.B. 4180/66.
(25/66) Agency inquiry for footwear; furnishings; outerwear. E.S.B. 4302/66.
(29/66) Agency inquiry for disposable paper products. E.S.B. 4581/66.
(29/66) Agency inquiry for knitwear. E.S.B. 4442/66.
(29/66) Agency inquiry for knitting wools. E.S.B. 4500/66.
(28/66) Inquiry for shawls. E.S.B. 4432/66.
(29/66) Inquiry for textiles. E.S.B. 3053/66.

Trinidad/Tobago
(29/66) Agency inquiry for pharmaceuticals; surgical dressings. E.S.B. 4495/66.
(25/66) Manufacture under licence – household appliances; preserves. E.S.B. 2768/66.

Turkey
(31/66) Inquiry for steel wire; weighing machine. E.S.B. 4874/66.

United Arab Republic (Egypt)
(30/66) Guide to Industries. E.S.B. 5309/66.
(30/66) Hotel projects – further information. E.S.B. 20983/65.

United States of America
(25/66) Inquiry for spinnerets; spinning pumps. E.S.B. 3580/66.
(29/66) Inquiry for bicycles; brassware; dartboards; earthenware; sports goods. E.S.B. 4169/66.
(27/66) Inquiry for ceramics materials; hammers; modelling tools. E.S.B. 4140/66.
(27/66) Inquiry for electronic parts and equipment; safety devices; small tools. E.S.B. 4174/66.
(27/66) Inquiry for nylon and polyester lacing. E.S.B. 2119/66.
(27/66) Inquiry for weather stripping. E.S.B. 44933/65.
(29/66) Inquiry for riding clothing; saddlery; veterinary medicines. E.S.B. 4561/66.
(30/66) Inquiry for electronic, hydromechanical equipment; marine instrumentation and mechanisms; medical instrumentation; submergence equipment and recovery devices. E.S.B. 4825/66.
(30/66) Inquiry for jacquard towels. E.S.B. 4527/66.
(30/66) Manufacture under licence – industrial products. E.S.B. 1763/66.
(31/66) Visits of buyers. E.S.B. 3521/66.

Venezuela
(29/66) Agency inquiry for circuit breakers; insulators; panel boards. E.S.B. 4702/66.
(29/66) Agency inquiry for tea. E.S.B. 4532/66.

Yugoslavia/East Germany
(30/66) Trade Agreement. C.R.E. 4819/G.

Zambia
(29/66) Agency inquiry for chemists' sundries; household requirements. E.S.B. 4560/66.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of November 26 issue. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page xiv of January 28 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

North and Central American sales trip

Mr. M. G. Connell, general sales manager of Tecalemit (Engineering) Ltd., Plymouth, expects to visit several cities in the United States, Mexico and Jamaica from February 6. He will visit the company's contacts in these countries and hopes to make further contacts.

Export director's Australian tour

Major David Blair, the director of The Distillers Company Limited responsible for co-ordinating the exports of the Group's brands of Scotch whisky, began a four-week tour of Australia on February 5. He will visit every State to discuss matters concerning sales and sales promotion with distributors, trade customers and Government officials. Major Blair is also a member of the British National Export Council's Committee for Exports to Australia.

Automotive products director's export trip

Mr. K. E. Tomline, managing director of Stenor Ltd., Richmond, Surrey, will leave London on February 7 to begin a tour of the United States, Trinidad, Canada and Australia. The purpose of his visit is to market products and to appoint agents.

Stenor Ltd., a member of the Firth Cleveland Group, are specialists in the supply of garage equipment, particularly for tyre repair, auto-electrical and allied products. New lines include a coin-operated car wash unit and a range of motor care products.

IERE secretary on world tour

Mr. Graham D. Clifford, secretary of the Institution of Electronic and Radio Engineers, left London on February 8 on a world tour with the object of promoting Commonwealth activities in the electronic and radio sciences, and to promote still further the exchange of information in these particular branches of engineering. He will be visiting Israel, India, Singapore, Australia, New Zealand, Fiji, Hawaii, the United States and Canada.

First export venture

Mr. A. F. W. Statham, marketing manager of Duraflex Ltd., Cheltenham, travelled to Belgium on February 8 for talks with potential distributors for the company's range of draught excluders. The company's move into the Belgian market is its first exploratory venture into the export field and, if successful, the company will extend its export activities to other European countries.

Power specialists visit South Africa

Mr. E. F. Snare, power division manager of George Kent Limited, and Mr. S. E. Hopkins, power industry specialist, flew to Johannesburg on February 5 in connection with the company's immediate and future instrumentation commitments in South Africa's power industry.

During the last few years Kent have supplied measuring and control equipment to several major power stations in South Africa, and are currently engaged in meeting the instrumentation requirements of generating plants under construction at Hendrina, Ingagane, Kelvin 'B' and Rooiwal.

The Editor,
Board of Trade Journal,
London, S.W.1.

Sir,

On a recent extensive exports tour of Africa lasting a month and running to a very tight schedule, I was enormously helped by the Export Services Branch of the Board of Trade.

I am sure that too little advantage is taken of the valuable contributions this department can make to British industry *if given a chance to do so* by exporters and would-be exporters, and I feel I should write to you to outline what they did, with great enthusiasm and efficiency, for me and my organization.

The main objectives of my tour were to review existing agencies, engage new agents to fill gaps, and to hold fact-finding and trading talks with commercial interests, customers and associates. The highlights of my contacts with the ESB were as follows:

1. Initial talks with Director, ESB, some six weeks prior to departure; full itinerary and 'objectives' supplied to him.
2. ESB wrote to Commercial Officers in all places to be visited, and provided me with letters of introduction and copies of valuable 'Hints to Businessmen' covering the countries to be visited.
3. Following a further meeting, I advised ESB of desired assistance from Commercial Officers, and supplied sets of group sales literature to be sent by ESB in advance of my visit.

The results were very satisfactory. The varied products of eight group member companies, plus those of two other organizations with which we are associated, were involved, and it would have been quite impossible to fit so much worthwhile activity into such a tight schedule without the most effective preparatory work undertaken by the ESB and its Commercial Officers overseas.

I can testify that the ESB can and does give very helpful and realistic service to British businessmen abroad. It is up to many more exporters to give them the chance to do so. I am at present preparing for my next tour which begins on February 27. This will cover the Far East, West Indies, South America and the United States. Once again the ESB is giving all possible help to make the tour a success.

LESLIE JONES,
Special Director – Exports,
The W. P. Butterfield Group of Engineering Companies, Shipley (Yorkshire) and London.

Directors to visit North America and Australia

Mr. Euan N. J. McCorquodale, a director of the McCorquodale international printing group, left London Airport on January 31, for a round-the-world trip to the Group's plants in Maryland, United States, and Sydney, Australia. He is being accompanied to Maryland by Mr. J. C. Sanderson, a director of the McCorquodale Group, who will also visit the Group's plant in Toronto.

From America, Mr. McCorquodale and Mr. Greg Barker, president of Uarco Incorporated, will fly across the Pacific to Sydney. They will inspect the extensions made during the past year to the machinery at the jointly-owned company, Uarco Fanfold (Aust.) Pty. Ltd., to cope with the increased demand for continuous forms. Mr. McCorquodale will also visit the plant of McCorquodale Printers (Aust.) Pty. Ltd. before leaving Sydney for London.

Selling optical instruments overseas

Mr. George C. Rodway, managing director of Rodway Optical Industries Ltd., Alpha Road, Surbiton, is half-way through a round-the-world business tour which takes in Cairo, Karachi, Bombay, Colombo, Singapore, Manila, Hong Kong, Osaka, San Francisco and New York. He expects to be back in the United Kingdom in March.

The current trip to these countries where he is already doing business brings his overseas mileage to around 80,000, clocked up in the past five years by four visits to the United States, one to Canada, one to Australia, and short trips to the Continent.

Mr. Rodway claims that as a result of his selling visits, this medium-sized manufacturer of optical machinery, tools and spectacle frame components, has raised his export sales from less than 10 per cent in 1960 to more than 40 per cent in 1965.

Standard steel building sales in North America

Mr. Alex F. Gibb, export sales manager of Sanders & Forster Limited, London, the Chamberlain Group's structural engineering company, arrived in Halifax, Nova Scotia, on February 7 on a fact-finding and standard steel building, sales promotion tour of Canada and the United States. After visiting Halifax and St. John's, Mr. Gibb is calling at Montreal, where he plans to visit the company's agents, Douglas Blake Limited, to discuss a range of standard steel buildings specially designed for the Canadian market. He will go to New York on February 21 to pay a courtesy visit to old-established clients of the company before returning to the United Kingdom at the end of the month.

East African and Indian tour

Mr. B. P. Parikh of Parikh & Co., London, is leaving during the last week of February to begin an extensive tour of East Africa and India. Parikh & Co. represent British manufacturers of cosmetics, toys, suits, etc., who wish to expand their business in these markets.

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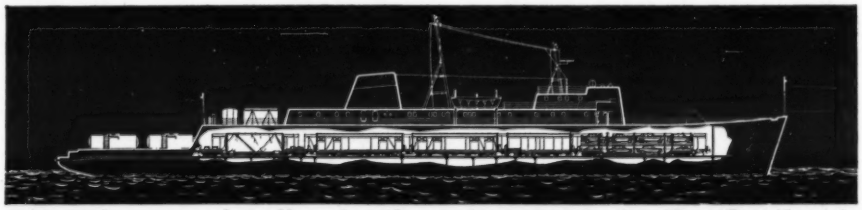

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CANADA

Customs tariff amendments and extensions

THE CANADIAN GOVERNMENT have issued an Order in Council PC 1966-143, dated January 31, 1966, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the tariff are shown in italics and deletions indicated by square brackets.

SCHEDULE A

Tariff Item		British Preferential Tariff	Most Favoured Nation Tariff	General Tariff
12310-1	Frozen tuna loins for use in the manufacture of canned tuna (Expires January 31, 1967)	Free	Free	30%
19245-1	Rope paper for use in the manufacture of coated abrasive paper (Expires January 31, 1967)	Free	5%	35%
20315-1	Solutions of aniline dyes with or without dissolving salts, adapted for dyeing, for use in Canadian manufactures (Expires January 31, 1967)	Free	Free	10%
20320-1	Pigments, with or without dispersing agents, whether or not in aqueous dispersion, binders therefor; inks, binders therefor; all for use in the coating, colouring or printing of textiles (Expires January 31, 1967)	Free	Free	25%
20325-1	Coal tar bases or salts in solvents for use in the manufacture of coal tar dyes in the dyeing of textiles (Expires January 31, 1967)	Free	Free	25%
20330-1	Coal tar bases or salts with or without surface active agents for use in the manufacture of coal tar dyes (Expires January 31, 1967)	Free	Free	Free
20335-1	Solutions of dyes containing methyl alcohol for use exclusively in the colouring of coated surfaces per gallon and (Expires January 31, 1967)	5 cts.	5 cts.	$3·00 30%
22040-1	Mixtures of formaldehyde, methyl alcohol and the hemi-acetal of methyl alcohol for use in Canadian manufactures (Expires January 31, 1967)	20%	20%	30%
24625-1	Daylight fluorescent pigments, dry, without admixture, for use in Canadian manufactures (Expires January 31, 1967)	Free	Free	22½%
26320-1	Ethylene dibromide and sodium for use in the manufacture of tetraethyl lead, tetramethyl lead, mixed ethylmethyl leads, and compounds of all the foregoing (Expires January 31, 1967)	Free	Free	25%
26715-1	Crude petroleum not subjected to any other processes than removal of foreign matter and water, and/or removal of gases to provide the necessary safety and stability in handling, when imported to be refined in Canada (Expires January 31, 1968)	Free	Free	Free
26910-1	Alkyl aryl hydrocarbons, unsulphonated, for use in the manufacture of synthetic detergents per gallon (Expires January 31, 1967)	Free	Free	1 ct.
34730-1	Bars, rods, sheet, strip, wire, forgings, castings and tubes, seamless or welded, of zirconium or zirconium alloys for use in the manufacture of nuclear power reactors, including fuel components (Expires January 31, 1967)	Free	Free	25%
35235-1	Centrifugally cast bronze shells or tubes not further manufactured than turned and bored longitudinally, of a size not made in Canada, for use in the manufacture of rolls for papermaking machinery (Expires January 31, 1967)	7½%	7½%	30%
35310-1	Aluminium and alloys thereof: granules, cut from ingots, for use in the manufacture of cleaning compounds per pound (Expires January 31, 1967)	Free	1¼ cts.	5 cts.
35415-1	Aluminium or aluminium alloy covered aluminium alloy wire or rod, 0·375 inch or less in diameter, for use in the manufacture of wire less than 0·25 inch in diameter (Expires January 31, 1967)	Free	Free	30%
38220-1	Hoop steel, hot-rolled, with mill or rolled edges, plain or coated, 0·0972 inch or less in thickness, not more than three inches in width, for use in the manufacture of hoops for barrels or kegs (Expires January 31, 1968)	Free	Free	12½%
40309-1	Wire, of steel: spring steel music wire, coated or not, having a tensile strength of not less than 230,000 pounds per square inch, for the manufacture of mechanical springs (Expires January 31, 1967)	12½%	12½%	30%
41440-1	Parts for use in the manufacture of the goods enumerated in tariff item 41410-1 (Expires January 31, 1967)	5%	7½%	25%
42765-1	Hydraulic equipment: [formed mould board blanks]: torque converters: transmissions, engine-over-axle type: all of the foregoing, when of a class or kind not made in Canada and parts thereof, for use in the manufacture of road graders or scrapers (Expires January 31, 1968)	Free	7½%	35%
42771-1	Engines, axles, torque converters, transmissions, and parts thereof, for use in the manufacture of machines commonly known as 'tractor dozers' (Expires January 31, 1968)	Free	Free	30%
43225-1	Stainless steel bottom, body, and neck parts, finished or not, for milk cans, not including handles, for use in the manufacture of stainless steel milk cans (Expires January 31, 1967)	Free	5%	35%
43853-1	Waterproof semi-rigid fibreboard, laminated on both sides with polyethylene film and kraft liner, treated on one side, not more than 0·030 inch in thickness, for use in the manufacture of rear compartment tops used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1966)	Free	Free	35%
43855-1	Sheet or strip of iron or steel, hot- or cold-rolled, for use in the manufacture of seat belt floor fittings and buckles for motor vehicles (Expires June 30, 1966)	Free	Free	25%
43869-1	Gasoline internal combustion engines, air-cooled, 20 horsepower or less, and parts thereof, for use in the manufacture of snow mobiles (Expires June 30, 1967)	Free	7½%	30%
43879-1	Stainless steel sheet or strip, hot- or cold-rolled, with chromium content of not less than 10% nor more than 14% for use in the manufacture of mufflers, tail pipes or exhaust pipes for motor vehicles (Expires January 31, 1967)	Free	Free	25%
43881-1	Steel spring wire, square edge, 0·058 inch or more in thickness, not more than 0·200 inch in width, with tolerance not to exceed 0·002 inch on either thickness or width, having a tensile strength of not less than 100,000 pounds per square inch nor more than 110,000 pounds per square inch, for use in the manufacture of snap rings for motor vehicles (Expires January 31, 1967)	Free	Free	20%
43883-1	Steel spring strip, annealed, 0·150 inch in thickness with tolerance not to exceed 0·001 inch, one and fifteen sixteenths inches in width, for use in the manufacture of shaft locks for motor vehicles (Expires January 31, 1967)	Free	Free	25%
43885-1	Steel spring strip, annealed, 0·064 inch in thickness with tolerance not to exceed 0·001 inch, not more than six and seven-eighths inches in width, for use in the			

Tariff Item		British Preferential Tariff	Most Favoured Nation Tariff	General Tariff
	manufacture of transmission clutch cushion springs for motor vehicles . . (Expires January 31, 1967)	Free	Free	25%
43889-1	Welded steel tubing, four inches outside diameter and larger, for use in the manufacture of drive shafts used as original equipment in the manufacture of motor vehicles . . . . . (Expires January 31, 1967)	Free	Free	30%
44548-1	Articles of glass for use in the manufacture of cathode ray tubes for television receiving sets . . . . . (Expires January 31, 1968)	Free	Free	30%
44554-1	Materials for use in the manufacture of semi-conductor devices and parts therefor. . (Expires January 31, 1968)	Free	Free	30%
44556-1	Parts, *and commutator blanks*, for use in the manufacture of commutators . . . (Expires January 31, 1967)	Free	7½%	30%
44646-1	Hemispherical steel heads, flanged or not, having an inside diameter of not less than 22 inches nor more than 72 inches, for use in the manufacture of steel storage tanks for liquefied petroleum gas (propane, butane or a mixture of the two) . . (Expires January 31, 1967)	Free	7½%	35%
59740-1	Materials and parts for use in the manufacture of phonograph needles . . . . (Expires January 31, 1967)	Free	5%	30%
68120-1	Residues resulting from the processing abroad of uranium metal, salts or oxides of Canadian origin, for use in Canadian manufactures . . . . . (Expires January 31, 1967)	Free	Free	25%
1640-1	*Glutamic acid crude, for use in the manufacture of monosodium glutamate* . . . (Expires January 31, 1967)	Free	Free	25%
26520-1	*Sperm oil, crude, when imported to be refined in Canada* . . . . . (Expires June 30, 1966)	Free	Free	30%
34735-1	*Tubing of titanium or titanium alloys for use in Canadian manufactures* . . . . (Expires June 30, 1966)	Free	Free	25%
36805-1	*Clock cases of moulded synthetic resins for use in the manufacture of electric clocks* . . *But not less than, each* (Expires January 31, 1967)	15%	30%	35% 50 cts.
43895-1	*Welded steel tubing, drawn after welding to three-eighths inch outer diameter or smaller, with wall thickness not less than 0·042 inch, for use in the manufacture of push rods for motor vehicles* . . . . . (Expires January 31, 1967)	Free	Free	30%
43896-1	*Round wire, of iron or steel, made to specification SAE-50100, not more than 0·25 inch in diameter, for use in the manufacture of cylindrical needle rollers used as original equipment in the manufacture of motor vehicles* . . . . . (Expires June 30, 1966)	Free	Free	20%

'Made in Canada' ruling

THE FOLLOWING consolidated ruling has been made for Canadian Customs purposes giving the 'made in Canada' status of electrical meters and gauges in connection with the administration of tariff item 44532-1:

Of 'a class or kind made in Canada':

Electrical panel indicating instruments, not to include electrical panel instruments for use on motor vehicles, aircraft and ships.

Instruments such as betameters and gammagages, or modified versions thereof, which use beta rays and/or gamma rays for measuring the mass and therefrom a physical dimension or physical property, viz., density, per cent solids, total weight, liquid level, of sheet materials, tubular goods and liquids.

Portable instruments designed for testing automotive electrical circuits and operating functions, as follows:

Tachometer testers
Ignition testers
Engine analysers
Timing analysers
Volt ammeters
Regulator testers
Cam angle meter testers
Battery conditioning testers
Volt meters
Ammeters
Ohm meters

Portable Geiger-Mueller counters, and like instruments, for locating radio-active materials.

Radio frequency signal generators, which operate in the frequency band below 144 megacycles.

Radio frequency wattmeters.

Wire spark testers, used for indicating faults in the insulated coating of wire as it comes from the extruding machine.

Holiday detectors, which are field instruments for high voltage inspection and detection of leakages and defects within pipeline coatings or wrappings.

Field strength meters, such as are used for determining signal strength in the frequency modulation (FM) and television (TV) bands.

Multi-purpose portable meters.
Portable tube testers.
Vacuum tube voltmeters.

Of a class or kind not made in Canada

All other meters or gauges as described in tariff item 44532-1.

Note:

In addition to the 'Class or kind' criterion, entry of electrical instruments and apparatus under item 44532-1 is conditional upon (a) whether or not the electrical instruments and apparatus are meters or gauges of precision for indicating and/or recording a phenomena specified in the item, and (b) whether or not the electrical instruments and apparatus are more specifically provided for in other tariff items.

The above information is contained in Canadian Department of National Revenue Memorandum D51-22-1 dated January 10, 1966.

'Not made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes.

'Of a class or kind not made in Canada'

Tariff Glass Bulbs or Envelopes in sizes up to and including 16in. such as are used in producing cathode ray tubes for television receiving sets.

(Ruling effective February 7, 1966).

Note:

Such articles in sizes over 16in. have previously been ruled to be of a class or kind made in Canada.

The above information is contained in Canadian Department of National Revenue Memoranda Series D.51-24-2.

A notice concerning Assistance to the Canadian shipbuilding industry appears on page 373 of this issue.

UNITED STATES

Textured yarns of man-made fibres

A NOTICE in the *Board of Trade Journal* for October 22, 1965, announced the institution by the United States Tariff Commission

(*Continued on next page*)

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UNITED STATES, *continued*

of an investigation to ascertain the feasibility and desirability of a separate tariff classification for textured yarns of man-made fibres.

Following the submission of the Tariff Commission's findings, the President of the United States has now transmitted to the Congress his report on the matter, which concludes that a separate tariff classification is feasible but *not* desirable. However, the President is directing that steps be taken to obtain more accurate data on imports of textured yarns.

Inquiries may be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Handkerchiefs produced in the Philippines

THE UNITED STATES Bureau of Customs has ruled that the cutting of handkerchief squares from foreign piece goods along lines of demarcation contained in the piece goods when imported does not result in handkerchief squares manufactured or produced in the United States. As this decision, insofar as it relates to handkerchiefs made in the Philippines with the use of such handkerchief squares and imported into the United States results in the assessment of United States duty at a rate higher than that previously assessed, it will be applied only to such Philippine handkerchiefs entered or withdrawn from warehouse, for consumption after April 15, 1966.

The ruling does not affect certain corded Irish linens imported into the United States on or before August 31, 1963, and exported to the Philippines for the production of handkerchiefs and reimport into the United States.

Further details may be obtained from Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the Jamaica Industrial Incentives Law, 1956:

Rolled oats and ready-to-eat breakfast cereals made from corn, rice and/or other edible grain.

'Approved manufacturers' of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

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Customs tariff changes

THE FIRST SCHEDULE to the Jamaica Customs Tariff (Customs Duties) has been further amended by the deletion of Item 112-04.9 and the substitution of the following:

	Unit		Rate of Duty	
	For Classification	For Duty	Preferential Tariff	General Tariff
Unenumerated spirits, including liqueurs, cordials, mixtures and other preparations containing spirit:				
112-04.91 Angostura Aromatic Bitters .	Liq. gal.	Value	45%	50%
112-04.99 Other	Liq. gal.	Liq. gal.	£7 8s. 6d.	£8 18s. 6d.

Note:
Under an amendment to the Customs Tariff (Additional Duties) (General) Resolution, 1964, Angostura Aromatic Bitters will also be subject to an additional duty amounting to 20 per cent of the above duty.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the deletion of item 7 (g) and the substitution of the following:

7 (g) Men's pants (sizes 27-46).

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Budget proposals

IN THE *Board of Trade Journal* dated January 21, 1966, page 158, it was stated that the Trinidad and Tobago Budget proposed increases of import duty on sugar, coffee, cigarettes, etc. It is now learned that, in fact, the only increase was on beer, full details of which were given on the same page.

Inquiries about this Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

TRINIDAD

Import licensing

THE TRINIDAD AND TOBAGO *Open General Licence has been further* amended by the addition of the following items to the list of goods which require specific licences:

Group 641:	**Paper and Paper Boards—**
641-03·02	Packing Tissue Paper
641-19	Creped Toilet Tissue
641-19	Creped Facial Tissue
641-19	Creped Napkin Tissue
641-19	Wet Creped Towelling Tissue
641-19	Machine Glazed Bleached Wrapping Paper
641-19	Machine Glazed Flat Glazed Tissues
641-19	Machine Glazed Bleached Grocery Bag Paper
Group 841:—	**Clothing except fur clothing:— Shirts non-knitted—**
841-04.151	Shirts for men and boys, of a value not exceeding $11.00 per dozen, c.i.f.
841-04.161	Shirts for men and boys, of a value exceeding $11.00 per dozen, c.i.f.
841-04.171	Shirts for women and girls, of a value not exceeding $11.00 per dozen, c.i.f.
841-04.181	Shirts for women and girls, of a value exceeding $11.00 per dozen, c.i.f.

It is understood that licences for the first five types of paper listed above will be issued for the first quarter of 1966 up to 25 per cent by weight of such imports during 1964.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 471).

BRITISH VIRGIN ISLANDS

Customs tariff changes

THE FIRST SCHEDULE to the British Virgin Islands Customs Tariff (Import Duties) has been further amended:

(a) by the insertion of item 83A, and
(b) by the alteration of items 9, 17A, 27, 30, 59, 66(b) (d) (e) and (g), 69(a), 83(a) (b) (c) (d) and (e), 89, 90 and 96(a) (b) (c) and (e)

as follows:

Item No.	Article	Rates of Duty	
		General	Preferential
9	Beer and ale, stout and porter (in bottles, cans and wood)	US $0·30 per gal.	US $0·27 per gal.
17A	Cameras and optical instruments	15% *ad val.*	12% *ad val.*
29	Coffee, raw, roasted, ground or otherwise prepared and including coffee substitutes	6% *ad val.*	4% *ad val.*
30	Confectionery including chocolate creams and sweet meats of all kinds	15% *ad val.*	10% *ad val.*
66 (b) (d)	Fuel, including diesel	US $0·14 per gal.	US $0·12 per gal.
	Illuminating, including kerosene and other refined petroleum burning oils	US $0·11 per gal.	US $0·9 per gal.
(e)	Lubricating	US $0·14 per gal.	US $0·12 per gal.
(g)	Motor spirit, including benzine, benzoline, gasoline, naphtha and petrol spirits generally	US $0·14 per gal.	US $0·12 per gal.
69	Paper:		
	(a) Cards, playing	15% *ad val.*	10% *ad val.*
83	Spirits:		
	(a) Brandy	US $1·25 per liquid gal.	US $1·05 per liquid gal.
	(b) Gin and vodka:		
	Not exceeding the strength of proof	US $1·25 per liquid gal.	US $1·05 per liquid gal.
	Exceeding the strength of proof	US $1·25 per proof gal.	US $1·05 per proof gal.
	(c) Whisky:		
	Not exceeding the strength of proof	US $2·60 per liquid gal.	US $1·60 per liquid gal.
	Exceeding the strength of proof	US $2·60 per proof gal.	US $1·60 per proof gal.
	(d) Rum:		
	Not exceeding the strength of proof	US $1·60 per liquid gal.	US $1·10 per liquid gal.
	Exceeding the strength of proof	US $1·60 per proof gal.	US $1·10 per proof gal.
	(e) Cordials, liqueuers and flavouring extracts containing spirits	US $0·60 per gal.	US $0·40 per gal.
83A	Sports goods (excluding arms and ammunition)	15% *ad val.*	10% *ad val.*
89	Tobacco and snuff:		
	(a) Leaf tobacco (unmanufactured)	US $0·12 per lb.	US $0·10 per lb.
	(b) Cigars	US $1·00 per hundred	US $0·70 per hundred
	(c) Cigarettes	US $0·10 per hundred	US $0·8 per hundred
	(d) Snuff	US $0·50 per lb.	US $0·35 per lb.
	(e) Other kinds (manufactured)	US $0·50 per lb.	US $0·35 per lb.
90	Toys and games	15% *ad val.*	10% *ad val.*
96	Wines (containing less than 42% proof spirit):		
	(a) Sparkling	US $0·60 per gal.	US $0·40 per gal.
	(b) Still	US $0·60 per gal.	US $0·40 per gal.
	(c) Vermouth	US $0·40 per gal.	US $0·30 per gal.
	(e) Sherry	US $0·50 per gal.	US $0·20 per gal.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

LATIN AMERICAN FREE TRADE ASSOCIATION

Fifth annual conference of contracting parties

HM EMBASSY at Montevideo report that the fifth annual conference of the contracting parties of the Latin American Free Trade Association, which took place at Montevideo from November 8 to December 31, 1965, produced the required 8 per cent annual reduction in tariffs by member countries. Concessions were granted on over 850 items, which include for the first time an appreciable number of industrial goods. No further details are available.

BRAZIL

Surcharge on imports

HM EMBASSY at Rio de Janeiro report the issue of a Brazilian decree of November 29, 1965, which renders most imports liable to a surcharge equivalent to 10 per cent of existing duties as applicable. Imports which are subject to tariff concessions under the arrangements of the Latin American Free Trade Association, or as a result of GATT bindings, are exempt from the provisions of this decree.

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same, unless otherwise stated.

Section	Group	Item	Tax/Deposit
IX	46	Chloramphenicol in sterile opthalmic aplicaps	1
		Tricomycin and its salts and compounds, in capsules, tablets, vaginal suppositories and ointment	1

Exchange regulations

IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 379, which took place on January 10, 1966, the Executive Committee of the Central Bank reduced from 120 days to 110 days (from the date of the bill of lading) the minimum period which must elapse before payment of imports may be made.

Import regulations

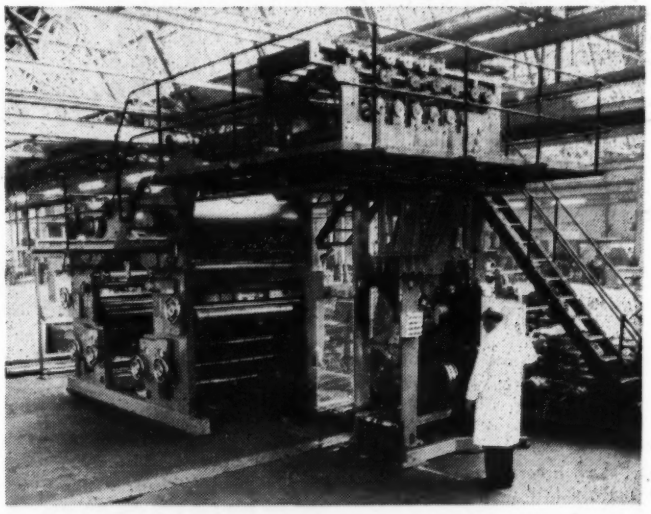
IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 379, which took place on January 10, 1966, the Executive Committee of the Central Bank has added the following item to the list of goods published in the first column of *Board of Trade Journal*, dated January 14, 1966 – page 100.

Section	Group	Item	
IV	16	Bananas	

URUGUAY

Consular fees

HM EMBASSY at Montevideo report the issue of a decree of December 30, 1965, which increases the payment applicable to the legalization of documents covering shipments to Uruguay. This increase is due to the alteration of the special exchange rate on which the fees are calculated, from 18.70 pesos to the United States dollar to 55.0 pesos to the United States dollar.



A new high-speed 96-page paperback press introduced by Strachan & Henshaw Ltd. earlier this year. The Bristol firm has supplied 20 presses to North America during the past 15 years to meet the demands of the expanding paperback market.

IRISH REPUBLIC

Import quota

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Act, 1934 to 1964 for the period March 1, 1966, to June 30, 1966:

Goods	Quota	Quota No.
Hose (other than half-hose) made wholly or partly of silk or artificial silk	230,000 pairs	12

FRANCE

Special import quota for some foodstuffs for British Week, Lyon

THE *Board of Trade Journal* of January 28, published details of the special quota available for the import of some foodstuffs into France for the British Week at Lyon and the procedure to be followed in applying for a share of this quota.

Exporters who wish to participate in the quota are reminded that applications must be made to the Commercial Relations and Exports Department (Room 353) of the Board of Trade, 1 Victoria Street, London, S.W.1, **not later than February 28.**

Any inquiries should be addressed to the Board of Trade at the above address (Tel. Abbey 7877, Ext. 2296).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
94/65	Laying down the amount of levies in relation to third countries of pigs, pigmeat and pigmeat products	1s. 3d.
99/65	On procedure for giving effect to Article 11 (2) of Regulation No. 23 on the progressive establishment of a common organization of the market in fruit and vegetables	9d.
110/65	To amend various Regulations regarding calculation of levies and refunds applicable to cream, butter and clarified butter	9d.
122/65	Introducing a countervailing duty on imports of outdoor table grapes from Bulgaria	3d.
123/65	Amending the additional amount of levy on liquid or frozen eggs, on dried eggs and on liquid or frozen egg yolks	3d.
124/65	Reducing the additional amounts of levy on slaughtered hens and chickens and on halves or quarters of hens and chickens	3d.
125/65	Fixing coefficients of equivalence between English barley offered on the world market and the standard of quality in respect of which the threshold price is fixed	6d.
132/65	To revoke Regulation No. 122/65 introducing a countervailing duty on imports of outdoor table grapes from Bulgaria	6d.
134/65	To amend Regulation No. 97/65 in respect of the criteria for altering the levies chargeable on fresh cream butter and on processed cheese	6d.

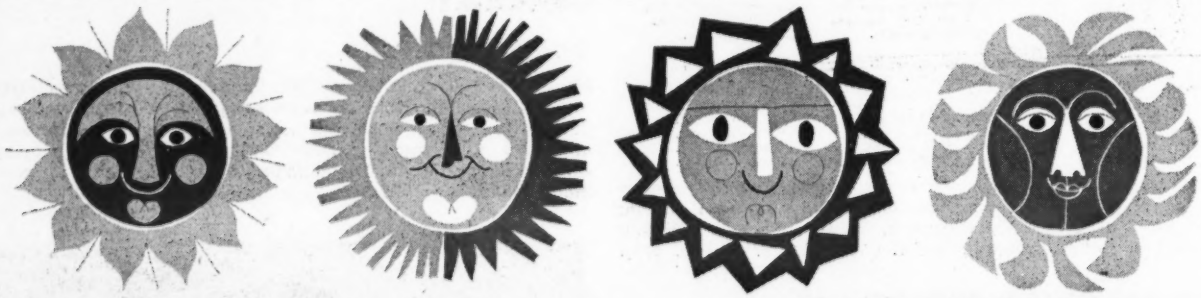
FEDERAL REPUBLIC OF GERMANY

Import regulations for fresh meat

THE FEDERAL REPUBLIC of Germany introduced on January 1, 1966, new regulations for the importation of fresh carcass meat and offals. The main change in the regulations is that cattle slaughtered to provide carcass meat for export to the Federal Republic must either come from brucellosis-free stock or have been subjected to a blood agglutination test with negative result.

Copies of the regulations, including the forms of certificate to be used, have already been circulated to all those known to be engaged in this trade.

Further copies may be obtained by applying direct to the following address: Ministry of Agriculture, Fisheries and Food (Exports Section), Hook Rise South, Tolworth, Surbiton, Surrey, quoting reference: TAY 33665.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ICELAND

Global quotas for 1966

THE ICELANDIC Ministry of Commerce announced on January 21 the following global quotas for imports in 1966. The quotas cover imports from all countries except those with which Iceland has bilateral trade and payments agreements (i.e. Brazil, Czechoslovakia, Eastern Germany, Hungary, Poland, Rumania and the Soviet Union).

Customs Tariff No.	Commodity	Kronur
04.01.00-04.05.00	Dairy produce; birds eggs	150,000
07.01.10	Potatoes, fresh	3,000,000
09.01.12	Coffee, not roasted	10,000,000
17.01.21-17.01.24	Cube sugar Granulated sugar	15,000,000
17.04.00	Chewing gum, whether or not covered with sugar	2,000,000
20.04.00	Fruit, fruit-peel and parts of plants, preserved by sugar	4,000,000
25.23.00	Portland cement, ciment fondu, slag cement, supersulphate cement and similar hydraulic cements whether or not coloured or in the form of clinker	10,000,000
27.01.10	Steam coal	700,000
27.04.00	Coke and semicoke of coal, of lignite or of peat	300,000
44.15.00 44.16.00 44.18.00	Plywood, blockboard, laminboard, battenboard and veneered panels, whether or not containing any material other than wood; inlaid wood and wood marquetry; hollow and cellular panels of wood, whether or not faced with base metal, reconstituted wood etc. excluding plastic coated plates	20,000,000
48.09.00	Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders	12,000,000
60.03.01	Ladies stockings	15,000,000
70.04.00 70.05.00 70.06.00	Unworked cast or rolled glass; drawn or blown glass	12,000,000
85.01.00	Electrical motors and transformers, excluding ballasts for fluorescent lamps	8,000,000
93.01.00-93.07.29	Arms and ammunition, parts thereof, excluding life saving guns and whaling guns and parts thereof	6,000,000
94.01.00 94.03.00 94.04.00	Furniture and parts thereof; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings, excluding built-in cabinets and closets, seats for motor vehicles and other commodities which are liberalized	12,000,000
96.01.00 96.02.01 96.02.09 96.04.00	Brooms and brushes, excluding brushes of a kind used as parts of machines, paint rollers, squeegees and mops	2,000,000
99.01.00-99.06.00	Works of art, collectors' pieces and antiques	500,000
—	Commodities falling within other customs tariff numbers, which are not liberalized	500,000
59.04.01	Fishing lines and cords	300 tons*
59.04.02	Ropes, excluding grass ropes	600 ,, *
85.04.01 85.04.09	Electrical accumulators and material for same	1,500,000*

* For first half of the year as these commodities will be liberalized on July 1.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

GREECE

Modifications to Greek customs tariff

THE *Board of Trade Journal* of July 16, 1965 (page 166) published a Notice dealing with the Greek Government Economic Council's decision of May 18, 1965, to abolish the import duty on two types of cheeses.

The Greek Minister of Commerce has now announced the cancellation of this concession on the grounds that prices of imported cheeses were below those of similar local products. Henceforth, hard cheese will be subject to a duty of Drs. 6 per kilo and soft cheese a duty of Drs. 3 per kilo.

Any inquiries about this Notice should be made to the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450).

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1966 was published in the *Board of Trade Journal* of February 11, page 357. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Million pesetas	
1	Hops	14·520	March 6
2	Meat preserves	11·000	March 6
3	Fruit preserves	11·000	March 6
4	Preserves for children	3·300	March 6
5	Miscellaneous food products	2·475	March 6
6	Soups and soup preparations	4·950	March 6
11	Inorganic chemical products	21·600	March 15
12	Organic chemical products	53·400	March 15
13	Pharmaceutical specialities	75·600	Open permanently
14	Varnishes, inks, pigments and similar preparations	7·200	March 8
15	Perfumery, toilet and cosmetic preparation	4·500	March 8
16	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	43·200	March 15
23	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	7·920	March 8
35	Articles of glass and porcelain	12·500	March 10
36	Imitation jewellery	3·750	March 10
37	Containers of iron or steel	7·500	March 10
38	Nails, tacks, staples and similar products of iron or steel	7·000	March 10
39	Stoves, cookers and heating apparatus, non-electric, of iron or steel	4·500	March 15
47	Outboard motors (not liberalized) and parts	16·500	March 15
48	Marine engines (not liberalized) and parts	18·250	March 15

Customs tariff

IN THE *State Gazette* of February 3, the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff, and the revised sub-headings and import duties are as follows:

Tariff heading	Description	Import duty	Transitory duty
23-07 C	Condiments, supplements and others:		
	1. Based on choline chloride	25%	25%
	2. Based on tetraciclina	1 Ptas. (per gramme of anti-biotics content)	1 Ptas.
	3. Other	25%	17·5%
28-30A	Chlorides:		
	5. Nickel chlorides	15%	15%
	6. Other	15%	10·5%
28-38A	Sulphates:		
	7. Sulphate of nickel and mixed nickel and ammonium suphate	10%	10%
38-19E	Alkyl benzine mixtures:		
	1. Dodecyl benzine	10%	5·5%
	2. Other	10%	5·5%
F	Alkylphenols mixtures:		
	1. Octylphenol and nonylphenol	20%	1%
	2. Other	20%	1%
G	Other	25%	16·5%
84-45B.IIb	Other milling machines, weighing each:		
	1. Not more than 8,000 Kg.	32%	21%
	2. More than 8,000 Kg. and not more than 12,000 Kg.	30%	12%
	3. More than 12,000 Kg.	30%	1%

PAKISTAN

Import Licensing Policy January—June 1966

AN ADVANCE notice about Pakistan's import policy for the half-year January-June 1966 was published in the *Board of Trade Journal* on February 11. The official Gazette of Pakistan Extraordinary has now been received, setting out in more detail the import policy. Any inquiries regarding the import policy should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

SWITZERLAND

Amendments to the customs tariff

BY A DECREE of December 11, 1965, the Swiss Federal Council have introduced the following amendments to the import tariff.

The following new headings have been created:

Tariff Heading	Description of goods	Rate of Duty Fr. per 100 kg. gross
87.06.24	Articulated shafts, each weighing:	
26	more than 25 kg. (G.T. fr. 230.–)	55.–
	25 kg. or less (G.T. fr. 230.–)	60.–

Sub-heading 90.28.24 has been given the following wording:

Tariff Heading	Description of goods	Rate of Duty Fr. per 100 kg. gross
90.28.24	Balancing machines; test beds for vehicle brakes (G.T. fr. 180.–)	30.–

This Decree came into force on January 1, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel: City 5757, Ext. 460 and 462).

ITALY

Tariff changes

IN A Presidential Decree dated November 30, 1965, the Italian Government has made some changes in the rates of Customs Tariff. The new external rates for non-EEC countries are as follows:

Tariff Heading	Description	Rate of duty Per cent
ex 0102 A I b	Bovine cattle	Exempt until March 31, 1966
0807 E	Stone fruit, other than apricots, peaches, cherries and plums	10·80
2919 C	Certain phosphoric esters	17
2925 A III d	Certain acylic amides	18
2931 B	Certain organo-sulphur compounds	18
3501 A II	Casein, other than for the preparation of foodstuffs or animal feed	9
5000	Silkworm gut, imitation catgut	18
7903 B II	Zinc powder and dust	12·6

Special concessions for industries in Southern Italy

IN THE *Board of Trade Journal* of October 29, page 1063, a notice was published to the effect that under Italian Law 717 prolonging until December 31, 1980, the existence of the Cassa per il Mezzogiorno (Fund for the Development of the South) the concession regarding exemption from Turnover Tax (IGE) would be terminated.

It should now be made clear that it is the concession waiving Compensation Tax (payable on imports) which has been terminated, together with the exemption from Customs duties. The Turnover Tax will continue to be levied with 50 per cent reduction.

ALGERIA

Global import quota for furniture

THE BRITISH INTERESTS SECTION in Algiers has reported that Algerian furniture importers have been advised that an import quota (value unspecified) for the first half of 1966 is available for furniture of Tariff No. 94-03. The closing date for applications from importers is February 20. It should be noted that, among other documents, importers are now required to present a 'quitus fiscal' stating that all tax obligations have been met.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF TOGO

Fiscal import duty amendments

THE TOGO AUTHORITIES have announced the increase of the *Taxe Forfaitaire* from 15·7 per cent to 17 per cent with effect from January 1, 1966.

Also announced, with effect from the same date, are the following fiscal import duty amendments:

Tariff No.	Description	New Import Duty
03-01 A	Fish, fresh (live or dead)	Exempt
B	Fish, chilled or frozen	20%
04-03	Butter	10%
04	Cheese and curd	10%
07-01	Vegetables, fresh or chilled:	
A	Mushrooms and truffles	25%
B	Olives and capers	20%
C	Tomatoes	10%
D	Onions, shallots and garlic	10%
E.2	Potatoes, other	10%
F	Asparagus	10%
G	Cabbage	10%
H	Spinach and various salad vegetables	10%
I	Carrots	10%
J	Turnips, salad beetroot, salsify and similar edible roots	10%
K	Leguminous vegetables	10%
L	Cucumbers and gherkins	10%
M	Aubergines, marrows, pumpkins and the like	10%
N	Artichokes	10%
O	Other	10%
10-06	Rice:	
A	In the husk or without the husk, but still enclosed in the pericarp	10%
B	Whole grains ground to remove the pericarp, whether or not glazed or polished	10%
C	Broken	10%
15-07 B.b	Groundnut oil	10%
22-05 C	Sparkling wines	40%
24-02	Manufactured tobacco:	
A.3	Cigars per kilogramme net wt.	780F
A.4	Cigarettes per kilogramme net wt.	780F
27-10 A.Ib	Petroleum spirit, other per liquid hectolitre	1,250F
B.1	Gas oils per liquid hectolitre	500F
5a	White oil (paraffin oil, water white type)	15%
5b	Spindle oil	15%
5c	Lubricating mazout	15%
5d	Other lubricating oils	15%
44-19	Wooden beadings and mouldings:	
A	For electric conduits	15%
B	Other	15%
20	Wooden picture frames	25%
22 B.b	Vats, tubs, buckets, pitchers and other similar manufactures	25%
23	Builders' carpentry and joinery:	
A	Chalets, hangars	15%
B	Other	15%
24	Household utensils of wood	25%
27	Wooden fancy goods and small cabinet ware:	
A	Boxes, caskets, cases	25%
B	Lighting appliances, whether or not fitted for electricity	25%
C	Other	25%
28	Other articles of wood:	
A	Wood or rush lattice, fencing trellises	15%
Z	Other	25%
69-07	Unglazed setts, flags and paving, hearth and wall tiles	25%
85-03	Primary cells and batteries, electric	15%
06	Electro-mechanical domestic appliances with self-contained electric motor	25%
07	Shavers and hair clippers, with self-contained electric motor	25%
12	Electric water and immersion heaters, soil heating and space heating apparatus, hair dressing appliances and smoothing irons: electro-thermic appliances, domestic	25%
14 A	Microphones and stands therefor	10%
Z	Other	10%
15 B	Radiotelegraphic and radiotelephonic receivers	25%
20	Electric filament lamps and electric discharge lamps	25%
21 A	Valves for radio-electric transmission	25%
B	Valves for radio-electric reception	25%
C	Cathode valves and tubes	25%
D	Other valves and tubes	25%
E	Photocells	25%

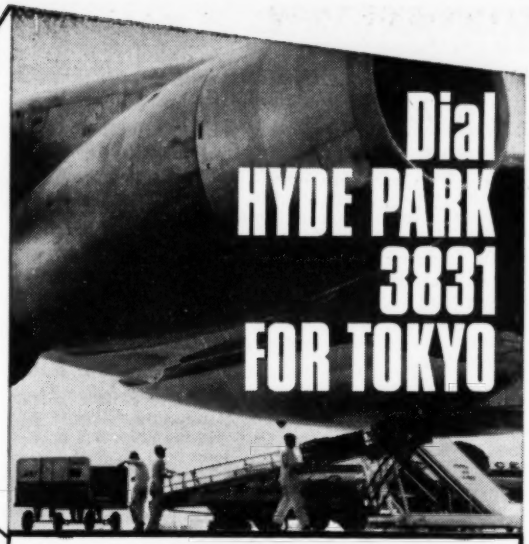
Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

ZAMBIA

Suspension of duty

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) Regulations, 1966, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, published in the *Board of Trade Journal* (page 165) on January 31, with effect from January 27, by the insertion of:

Item	Goods	Effective Rate
Ex. 45	Tea: (b) Not in bulk *ad val.*	10%



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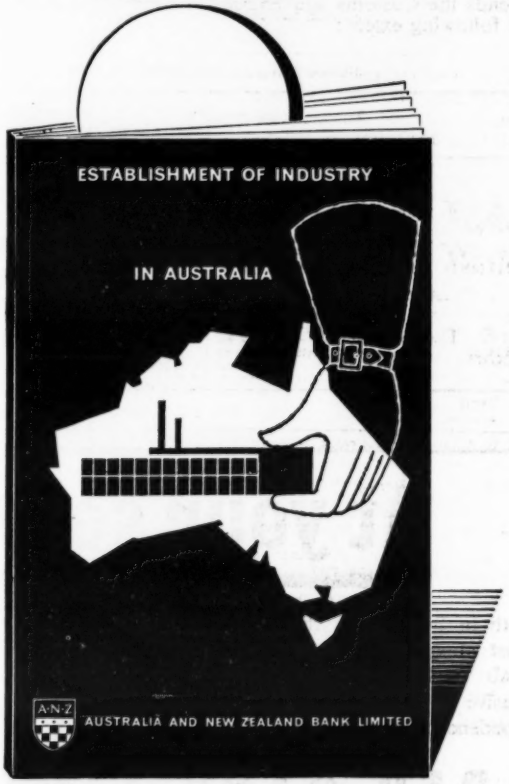

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RHODESIA

Tariff notices

THE BOARD OF TRADE will continue to publish notices of changes in the Customs Tariff in Rhodesia to keep exporters informed of such changes, despite the fact that trade between the United Kingdom and Rhodesia is now restricted.

This is to ensure that when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations 1966 (No. 1) published as Rhodesia Notice No. 36 of January 28 amends the Customs and Excise (Suspension) Regulations 1966 to the following extent:

(Britain pays the Column B rate of duty)

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	FIRST SCHEDULE By the repeal of the following item:				
Ex 324 (c)	Aluminium sheets and plates sensitized *ad val*	10%	5%	Free	Free
	and by the insertion of:				
Ex 319 (a)(1)	Blank films, cinematograph and television, of a width of 16mm., having 40 sprocket perforations per foot, in lengths if not less than 100 feet. *ad val*	10%	Free	Free	Free
Ex 324(d)	Aluminium sheets and plates sensitized *ad val*	10%	5%	Free	Free

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MALAYSIA (STATES OF MALAYA)

Import licensing and quantitative restriction

THE BOARD OF TRADE has received Notice to Importers (States of Malaya) No. 1 which states that with effect from January 15, 1966, the importation of the goods mentioned below into the Principal Customs Area of the States of Malaya from any country, including the Customs Areas of Penang, Sabah, Sarawak and Labuan, is subject to specific licensing and quantitative restriction. However, goods manufactured within the territories of Malaysia are exempted from import licensing, but the importation of such goods must be supported by certificates of origin bearing the authentication of the appropriate Customs Authority. The goods are as follows:

Tariff Code No.	Description
684 223	Aluminium slugs
692 222	Aluminium containers
Ex 512 220	Isopropyl alcohol

The import of goods under TC No. 512 220 already afloat, or for which letters of credit had been established or contracted for before January 15, 1966, may be permitted. However, such imports will be deducted from the importer's quota for the first quota period. If the quantities exceed his quota for the first quota period the excess quantity will be deducted from his quota for the succeeding quota period or periods. Applications for licences to import such goods must be supported by the bills of lading dated before January 15, 1966, for goods already afloat; letters of credit dated before January 15, 1966, for goods for which letters of credit had been established before January 15, 1966; contract documents dated before January 15, 1966, for goods for which firm contracts have been made.

Applications for quotas to import goods under Tariff Code No. 512 220 should be submitted together with a full statement showing the past import performance for the year 1965. All statements submitted must be supported by the Customs declarations stamped by the Customs authorities at the port of entry showing the import of the goods in 1965 or other documents, such as invoices, railway receipts, etc.

Importers are required to prove their statements of imports in 1965 within one month of the date of issue of this notice. Documentary evidence of contracts executed, letters of credit established and goods already afloat before January 15, 1966, should have been produced within one week of the date of issue of this notice.

Import quotas will be issued quarterly, and the first quota period will be from January 15, 1966, to April 23, 1966.

The importation of goods under TC Nos. 684 223 and 692 222 is subjected to specific licensing only.

Importers are warned not to place orders with the suppliers or establish letters of credit without first obtaining the necessary import licences.

Applications for licences must be submitted on forms CD 69 obtainable from the Government Printer, Jalan Chan Sow Lin, Kuala Lumpur, or from any stationery store that stocks government publications. Importers should also state on the application forms the tariff code number of the goods to be imported and the place of entry.

Importers located in areas north of the imaginary line drawn through the northern boundary of Telok Anson will submit their applications to the Economic Officer, Railway Building, Penang. Those located in areas south of the imaginary line will submit their applications to the Controller, Trade Division, Federal House, Kuala Lumpur.

LAOS

British government aid

A LIST of commodities to be included in the third year of the British Programme of Sponsored Commodity Imports to Laos was published in the *Board of Trade Journal* for June 4, 1965, and July 30, 1965. The following item should be added to the list:

Electrical accessories for making and breaking electrical circuits (plugs, fuses, sockets, switches).

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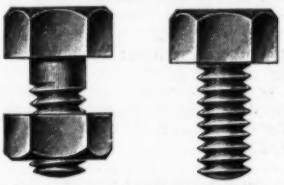

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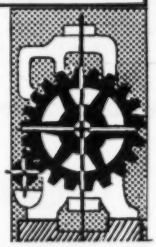

LEYLAND ENGLAND

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

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Sub-Office for Cumberland and Westmorland: West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788.)
R. Wood.

Yorkshire and Humberside Region
City House, Leeds, 1. (Tel. Leeds 31761 Code: OLE 2. 31761. Telex No. 55472.)
E. Atherton.

Eastern Region
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D. A. Wilson, C.B.E.

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J. W. Stoodley.

South Western Region
Prudential Buildings, Wine Street, Bristol, 1. (Tel. Bristol 294821.
Code: OBR 2. 294821. Telex No. 44214.)
M. Weber.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221.
Code: 021. MID 8221. Telex No. 33702.)
P. J. L. Homan.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
C. J. A. Whitehouse, O.B.E.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
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Title	*Last published*
Balance of payments (Q)	7 Jan. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	14 Jan. 1966
Distributive and service trades (Q)	14 Jan. 1966
Annual inquiry (A)	31 Dec. 1965
Expected capital expenditure (6-M)	28 Jan. 1966
Catering trades turnover (M)	This week
Chemical industries production (6-M)	3 Dec. 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
New companies registered (M)	21 Jan. 1966
Property companies (A)	6 Nov. 1964
Quoted companies accounts	11 Feb. 1966
Credit:	
Instalment credit business (M)	11 Feb. 1966
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	31 Dec. 1965
Production, exports and orders (M)	28 Jan. 1966
ECGD business (Q)	4 Feb. 1966
Film industry:	
British Film Fund Agency returns (M)	28 Jan. 1966
Cinema admissions and takings (M)	4 Feb. 1966
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	5 Nov. 1965
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	17 Dec. 1965
Foreign trade of the UK:	
Trade by air (6-M)	12 Nov. 1965
Unit value and volume index nos. (M)	11 Feb. 1966
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	11 Feb. 1966
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	11 Feb. 1966
Industrial building figures (Q)	21 Jan. 1966
Industrial production:	
Index nos. (M)	28 Jan. 1966
N. Ireland index (M)	28 Jan. 1966
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	17 Dec. 1965
Investments and earnings overseas (A)	9 April 1965
Laundries and dry cleaners turnover (M)	This week
Limited partnerships registered (A)	4 Feb. 1966
Machine tools deliveries and orders (M)	28 Jan. 1966
Man-made fibres:	
Analysis of production (A)	2 Apr. 1965
Averages and totals (Q)	31 Dec. 1965
Deliveries (Q)	4 Feb. 1966
Production (M)	4 Feb. 1966
Motor industry:	
Car and commercial vehicle production (M)	4 Feb. 1966
Motor trades turnover (M)	4 Feb. 1966
Nationalized industries overdrafts (M)	4 Feb. 1966
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Dec. 1965
Retail prices index (M)	21 Jan. 1966
Retail trade:	
Index nos. (M)	11 Feb. 1966
N. Ireland index (M)	28 Jan. 1966
Shipping movement at UK ports (M)	4 Feb. 1966
Stocks:	
Manufacturers', wholesalers' and distributors' (Q)	14 Jan. 1966
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	This week
Wool exports (Q)	19 Nov. 1965
Wool output (M)	21 Jan. 1966
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	4 Feb. 1966
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	21 Jan. 1966
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	9 July 1965
British commercial representatives overseas	26 Nov. 1965
Directory of Board of Trade departments and their work	14 Aug. 1964
ECGD local offices	17 Dec. 1965
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	24 Dec. 1965

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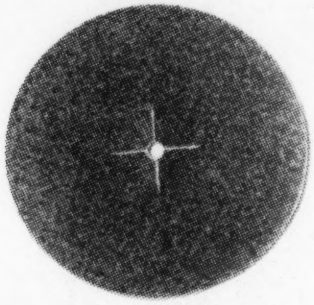

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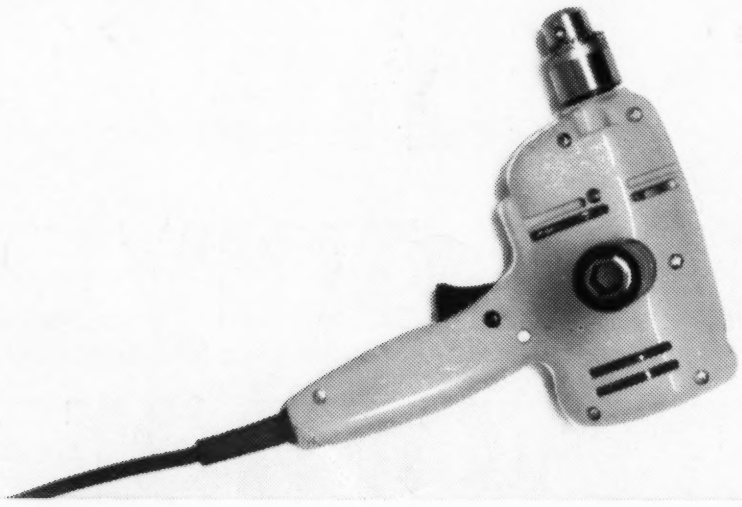

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